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1984 FACTS ABOUT STORE DEVELOPMENT

FOOD MARKETING INSTITUTE
1750 K STREET, N.W.
WASHINGTON, D.C. 20006
TELEPHONE: (202) 452-8444
TELEX: 892722

1984 FACTS ABOUT
STORE DEVELOPMENT

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Executive Summary

Two of the three major indicators of store activity were up in 1984, while the third declined. Store openings rose 4.1 percent in 1984, up from 3.7 percent in the previous year. The percentage of stores closed also increased in 1984. The percentage of remodelings decreased two percentage points from 6.3 percent in 1983 to 4.3 percent in 1984.

The size of a new supermarket has increased every year for the last six years. In 1984, a typical new store measured 39,800 square feet, 1,800 square feet larger than in 1983. The cost of constructing a new supermarket was $56 per square foot, with the building cost at $28.16 per square foot, and equipment, fixtures and decoration typically $27.10. This was a slight decrease from 1983.

Of all newly constructed stores, 47 percent were super stores, 26 percent were conventional stores and 21.8 percent were combination stores. Warehouse stores and limited assortment stores together accounted for a total of five percent of newly constructed stores. More than two-thirds of the stores closed in 1984 were conventional stores, with super stores a distant second at 23.9 percent.

Companies typically paid $5.73 minimum rent per square foot for new stores in 1984. Their expected total rent was $5.90 per square foot, with 0.8 percent of sales being paid as overages. For existing stores, the average minimum rent was much lower than for new stores. It was $3.31 per square foot. Overages as a percent of sales were 0.9 percent, raising the expected total rent to $4.16.

More than 4.3 percent of all supermarkets were remodeled in 1984. This total was down two percentage points from the previous year. Companies still typically remodel their supermarkets ten years after they were built and every seven years thereafter.

The Food Marketing Institute (FMI) is a non-profit association that conducts programs in research, education and public affairs on behalf of its 1,500 members—food retailers and wholesalers and their customers in the United States and overseas. FMI's domestic member companies operate more than 17,000 retail food stores with a combined annual sales volume of $140 billion—half of all grocery sales in the United States. More than three-fourths of the FMI's membership is composed of independent supermarket operators or small regional firms. Its international membership includes more than 100 members from 40 nations.

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General Construction Trends

In 1984, the U.S. Department of Commerce reported a sharp increase in the value of all new construction in the United States. This was the second year of substantial increases. Total current dollar construction rose to $309 billion in 1984 from $262 billion in 1983 and $230 billion in 1982.

After a 6.2 percent decrease in 1983, nonresidential building construction rose 15.4 percent in 1984. The producer price index, used to measure construction material prices, continued its steady annual increase of two to three percent. The 1984 construction labor rate increased almost two percent. The unemployment rate for construction-workers decreased from 18.4 percent in 1983 to 14.3 percent in 1984. At the same time, construction industry employment rose nine percent to 4.3 million persons.

In 1985, the Commerce Department predicts a continuation of the construction boom. Industrial construction will be the fastest growing segment of the industry, with private nonresidential and commercial construction also showing increases. However, the number of housing units started should be down. The total value of construction in 1985 will approximately equal the 1984 total.

Industry Construction Trends

This section will present the results of an annual food retailer survey, conducted in January 1985 by the Food Marketing Institute. The survey was developed to track store development costs and trends during 1984. Two hundred companies, operating over 8,500 supermarkets, responded to the survey. We wish to thank all those companies who participated in this survey for providing data to make this report possible.

For this study, supermarkets are defined as retail food stores with at least $2 million in annual sales. This definition was changed in 1981. Previously the supermarket was defined as having $1 million in annual sales.

General Supermarket Activity

Store openings rose over the previous year. Responding companies reported that 4.1 percent of their supermarkets in operation were new. This compares to 3.7 percent in 1983 and 4.5 percent in 1982.

For store closings, the 1984 pace increased after a decline in 1983. Almost seven percent of the stores were closed in 1984. In 1983, companies reported that they closed 4.3 percent of all their stores; in 1982, 5.8 percent of the stores were closed; and in 1981, 5.5 percent were closed. Table 1 shows the progression for the past five years.

Table 1

Percentage of Stores Opened, Closed or Remodeled, 1980-1984

	Supermarkets Opened	Supermarkets Closed	Supermarkets Remodeled
1984	4.1%	6.9%	4.3%
1983	3.7%	4.3%	6.3%
1982	4.5%	5.8%	7.7%
1981	4.7%	5.5%	6.0%
1980	4.4%	4.2%	*

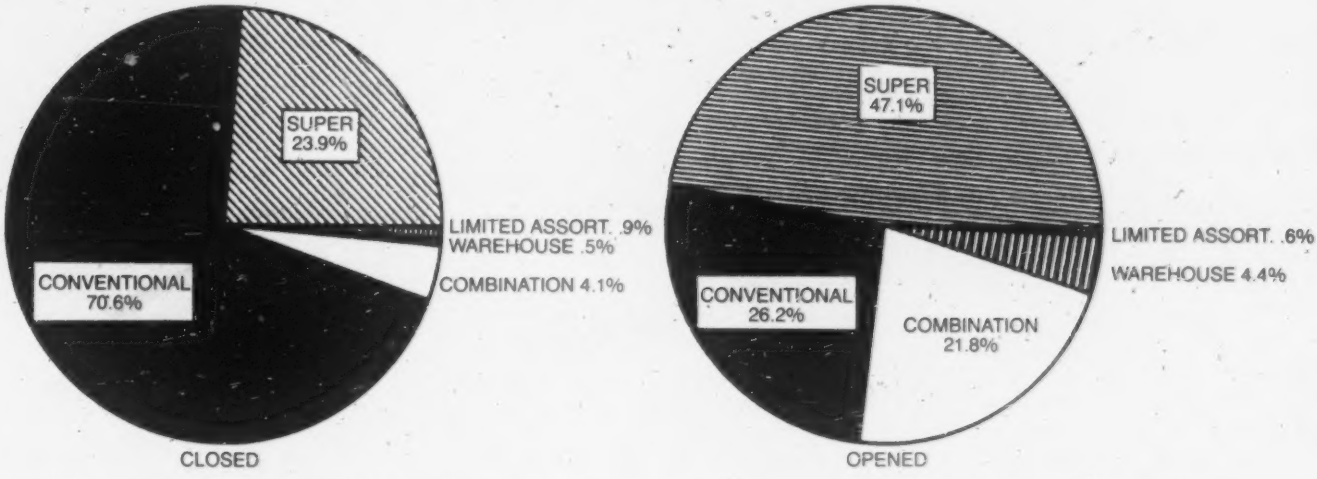
*No comparable data

Figure A illustrates store activity by type of store. The largest segment of stores constructed in 1984 were super stores; 47 percent. Falling in second place were conventional stores at 26 percent, and in third, were combination stores at 21.8 percent. For this survey, super stores were defined as supermarkets with over 30,000 square feet in total area; conventional supermarkets were stores with under 30,000 total square feet; and combination stores were stores with over 30,000 total square feet and at least 25 percent of their area devoted to general merchandise.

It was a different picture for stores closed in 1984. Seventy-one percent of the stores closed in 1984 were conventional stores. Almost 24 percent of the stores closed were super stores, more than four percent were combination stores, just under one percent were limited assortment stores, and less than one percent were warehouse stores.

FIGURE A

PERCENTAGE OF STORE ACTIVITY IN 1984 BY TYPE OF STORE



NOTE: DATA WEIGHTED BY NUMBER OF STORES

In a profile of all existing stores, 54 percent were conventional stores and almost 36 percent were super stores. More than seven percent were combination stores, 2.4 percent were warehouse stores, and less than one percent were limited assortment stores. Table 2 and Figure B show the types of stores in 1984. Table 2 also shows the average age of stores in 1984.

Retailers were asked the average age of their stores since construction or the last major remodeling. The average for all stores was 6.5 years. The oldest stores were conventional stores, slightly under eight years. Super stores averaged 5.6 years since their last remodeling; combination stores, almost three years; and limited assortment stores, 1.8 years.

TABLE 2

TYPE AND AVERAGE AGE OF SUPERMARKETS IN OPERATION ON DECEMBER 31, 1984

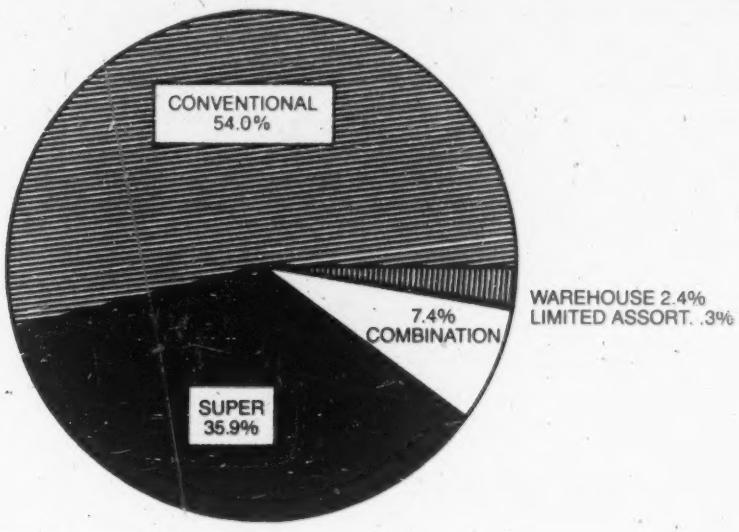
	SUPERMARKETS IN OPERATION	AVERAGE AGE SINCE LAST MAJOR REMODEL (IN YEARS)
TOTAL	100.0	6.5
CONVENTIONAL STORES	54.0	7.8
SUPER STORES	35.9	5.6
COMBINATION STORES	7.4	2.8
LIMITED ASSORTMENT STORES	0.3	1.8
WAREHOUSE STORES	2.4	6.4

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

FIGURE B

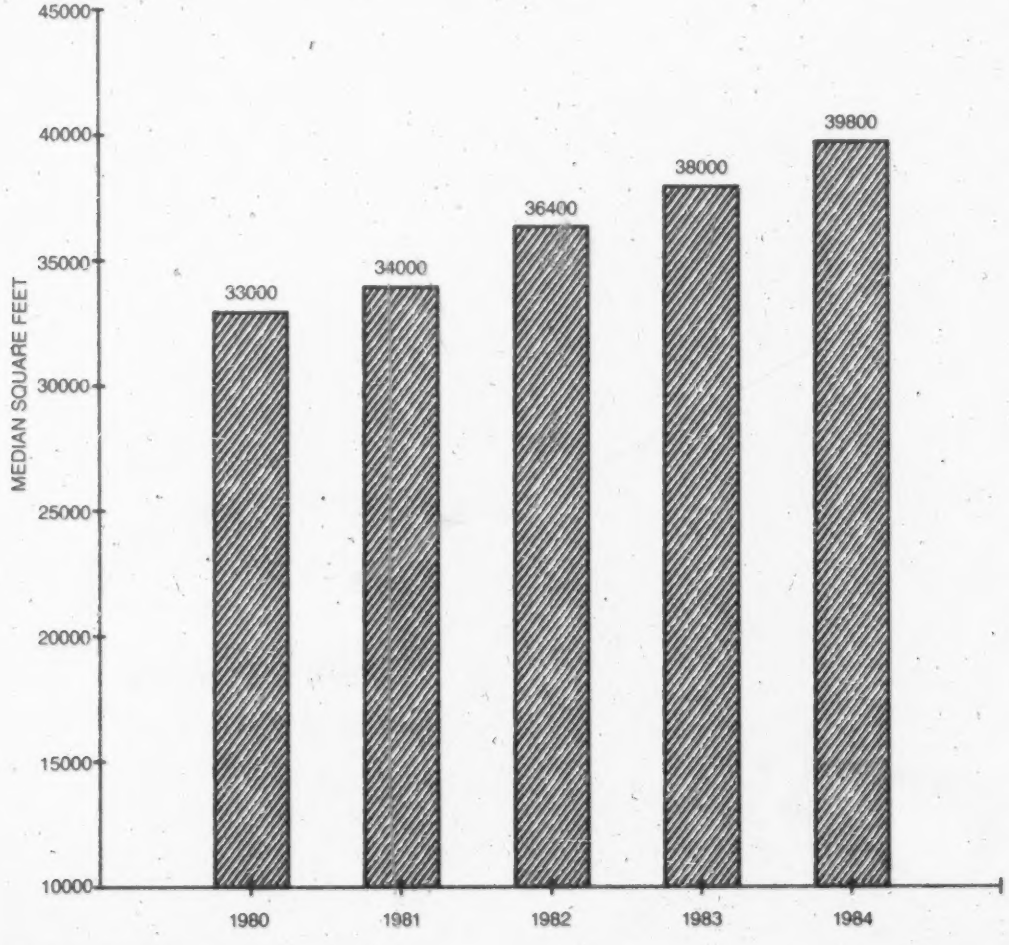
SUPERMARKETS IN OPERATION ON DECEMBER 31, 1984 BY STORE TYPES



NOTE: DATA WEIGHTED BY NUMBER OF STORES

FIGURE C

TYPICAL TOTAL SQUARE FEET FOR NEW STORES



NOTE: DATA WEIGHTED BY NUMBER OF STORES

Size of New Supermarkets

The size of new stores has grown each year for the past six years; the typical total size of a new store grew to 39,800 square feet in 1984. In 1983, the typical store increased to 38,000 square feet. In 1982, the average total size of a new store was 36,400 square feet. Figure C shows the five year trend for total store size. It is followed by Table 3, which illustrates the typical total square feet for 1984 for selected categories.

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TABLE 3

TYPICAL TOTAL SQUARE FEET FOR NEW STORES

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	39800	22021	45800	225
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				3
10 - 30 MILLION	22750	20000	33600	20
31 - 100 MILLION	27645	20000	36000	16
101 - 250 MILLION	30624	21500	54000	11
251 - 500 MILLION	52000	33003	91666	26
OVER 500 MILLION	40000	27666	45800	149
GEOGRAPHIC REGION				
NORTHEAST	42000	40000	48333	17
MIDDLE ATLANTIC	33003	20000	43000	18
EAST NORTH CENTRAL	40000	26500	57600	9
WEST NORTH CENTRAL	52000	33000	60000	18
SOUTHEAST	22021	22000	34000	71
WEST SOUTH CENTRAL	54069	40000	55000	31
MOUNTAIN	40000	20000	42643	27
PACIFIC	38789	30000	42360	22
CANADA				0
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	22000	20000	22021	69
30,000-39,999	33217	31620	35500	52
40,000-49,999	42360	40000	43357	57
50,000 AND OVER	59529	54069	66852	47
TYPE OF STORE				
CONVENTIONAL	22100	2 500	22021	73
SUPER STORE	40000	34000	43000	95
COMBINATION STORE	54069	48103	61524	40
LIMITED ASSORTMENT				0
WAREHOUSE	45000	30000	54000	17
LOCATION OF STORE				
COMMUNITY/REGIONAL	22150	22021	30000	50
NEIGHBORHOOD	40000	33003	45800	138
FREE STANDING	43000	27666	54069	37
OTHER				0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

Cost of New Supermarkets

The typical cost of last year's new supermarket was $28.16 per square foot; see Table 4. This cost consisted only of the building itself, exclusive of the land, equipment, decoration and fixtures. Table 5 shows the average cost for equipment, fixtures and decoration per square foot at $27.10.

TABLE 4

TYPICAL BUILDING COST PER SQUARE FOOT

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	28.16	23.85	32.00	202
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				1
10 - 30 MILLION	20.00	15.00	32.00	17
31 - 100 MILLION	29.90	25.00	37.50	11
101 - 250 MILLION	23.50	19.70	33.93	8
251 - 500 MILLION	32.00	25.00	34.00	24
OVER 500 MILLION	28.00	27.61	32.00	141
GEOGRAPHIC REGION				
NORTHEAST	35.00	34.50	42.00	11
MIDDLE ATLANTIC	32.25	30.00	39.56	8
EAST NORTH CENTRAL	30.45	23.38	33.00	8
WEST NORTH CENTRAL	32.00	27.25	34.00	17
SOUTHEAST	23.85	23.50	28.16	70
WEST SOUTH CENTRAL	35.00	27.79	38.00	29
MOUNTAIN	27.68	20.00	28.00	25
PACIFIC	30.00	27.92	30.04	22
CANADA				0
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	23.50	23.00	23.85	58
30,000-39,999	30.00	28.00	32.00	50
40,000-49,999	30.00	27.92	31.00	53
50,000 AND OVER	34.00	27.79	36.00	41
TYPE OF STORE				
CONVENTIONAL	24.00	23.50	29.00	62
SUPER STORE	30.00	27.92	32.00	89
COMBINATION STORE	35.00	34.00	38.40	36
LIMITED ASSORTMENT				0
WAREHOUSE	27.25	15.00	34.00	15
LOCATION OF STORE				
COMMUNITY/REGIONAL	23.85	22.00	30.00	47
NEIGHBORHOOD	30.00	27.68	32.00	123
FREE STANDING	33.25	28.16	38.40	32
OTHER				0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

TABLE 5

TYPICAL COST FOR STORE EQUIPMENT, FIXTURES AND DECORATIONS PER SQUARE FOOT

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	27.10	20.85	30.00	209
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				1
10 - 30 MILLION	10.13	8.00	28.73	14
31 - 100 MILLION	25.75	20.00	36.11	14
101 - 250 MILLION	28.75	26.00	46.29	10
251 - 500 MILLION	23.00	22.00	29.00	25
OVER 500 MILLION	27.00	20.85	32.00	145
GEOGRAPHIC REGION				
NORTHEAST	32.00	31.00	36.53	12
MIDDLE ATLANTIC	31.15	20.00	44.03	18
EAST NORTH CENTRAL	28.00	19.49	31.40	8
WEST NORTH CENTRAL	28.00	22.00	29.00	17
SOUTHEAST	21.69	18.80	28.73	70
WEST SOUTH CENTRAL	28.76	22.00	33.51	28
MOUNTAIN	23.50	11.25	24.00	22
PACIFIC	27.50	23.65	36.95	22
CANADA				0
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	19.00	18.75	22.00	60
30,000-39,999	29.00	23.75	29.11	52
40,000-49,999	29.00	23.65	32.00	53
50,000 AND OVER	28.26	21.69	33.51	44
TYPE OF STORE				
CONVENTIONAL	19.10	18.80	27.10	64
SUPER STORE	29.00	23.65	29.11	93
COMBINATION STORE	32.00	21.69	33.51	37
LIMITED ASSORTMENT				0
WAREHOUSE	22.00	8.00	26.00	15
LOCATION OF STORE				
COMMUNITY/REGIONAL	18.35	18.50	27.10	48
NEIGHBORHOOD	28.52	22.00	29.06	132
FREE STANDING	31.20	24.00	33.51	29
OTHER				0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

The typical total construction cost per square foot for 1984 was $56. This cost is a composite of building cost and equipment, fixture and decoration cost, exclusive of land. Fifty percent of the companies responding said that their total cost was between $46.29 and $62. Table 6 presents data for all categories.

TABLE 6

TYPICAL TOTAL CONSTRUCTION COST PER SQUARE FOOT

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	56.00	46.29	62.00	191
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				2
10 - 30 MILLION	28.49	19.00	67.00	11
31 - 100 MILLION	61.10	56.00	73.61	9
101 - 250 MILLION	48.00	36.05	68.43	10
251 - 500 MILLION	56.50	54.00	57.71	18
OVER 500 MILLION	56.31	46.58	62.00	141
GEOGRAPHIC REGION				
NORTHEAST	67.12	67.10	71.96	12
MIDDLE ATLANTIC	59.11	44.03	80.74	11
EAST NORTH CENTRAL	59.00	51.00	61.10	6
WEST NORTH CENTRAL	57.71	49.67	70.00	16
SOUTHEAST	42.75	42.65	54.00	64
WEST SOUTH CENTRAL	60.00	56.31	71.91	28
MOUNTAIN	51.18	40.25	52.00	22
PACIFIC	57.10	53.69	64.87	22
CANADA				0
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	42.70	42.65	48.00	53
30,000-39,999	57.00	54.00	57.10	49
40,000-49,999	59.00	52.00	64.87	52
50,000 AND OVER	56.31	48.46	68.43	37
TYPE OF STORE				
CONVENTIONAL	42.60	42.45	57.10	57
SUPER STORE	57.00	53.69	59.00	90
COMBINATION STORE	67.00	48.46	71.91	30
LIMITED ASSORTMENT				0
WAREHOUSE	48.65	24.00	56.00	14
LOCATION OF STORE				
COMMUNITY/REGIONAL	42.75	42.60	54.92	48
NEIGHBORHOOD	56.31	51.18	60.00	115
FREE STANDING	63.16	57.00	71.91	28
OTHER				0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

New stores usually break even in one year from the time of construction. Table 7 shows the typical figures for all categories.

TABLE 7

TYPICAL NUMBER OF MONTHS FROM CONSTRUCTION TO BREAKEVEN

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	12.0	6.0	15.0	141
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				1
10 - 30 MILLION	12.0	9.5	22.0	12
31 - 100 MILLION	10.0	6.0	12.0	15
101 - 250 MILLION	18.0	15.0	22.0	8
251 - 500 MILLION	12.0	6.0	15.0	24
OVER 500 MILLION	12.0	6.0	12.0	81
GEOGRAPHIC REGION				
NORTHEAST	35.0	22.0	36.0	12
MIDDLE ATLANTIC	6.0	6.0	10.5	12
EAST NORTH CENTRAL	12.0	9.0	12.0	7
WEST NORTH CENTRAL	8.0	6.0	18.0	9
SOUTHEAST	12.0	3.0	15.0	37
WEST SOUTH CENTRAL	11.5	12.0	18.0	23
MOUNTAIN	12.0	12.0	12.0	12
PACIFIC	5.5	3.0	6.0	17
CANADA				0
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	12.0	6.0	18.0	25
30,000-39,999	11.5	3.0	12.0	47
40,000-49,999	12.0	12.0	18.0	38
50,000 AND OVER	12.0	12.0	18.0	31
TYPE OF STORE				
CONVENTIONAL	6.0	6.0	18.0	29
SUPER STORE	12.0	6.0	12.0	71
COMBINATION STORE	12.0	12.0	12.0	26
LIMITED ASSORTMENT				0
WAREHOUSE	12.0	10.0	20.0	15
LOCATION OF STORE				
COMMUNITY/REGIONAL	6.0	6.0	9.5	12
NEIGHBORHOOD	12.0	10.0	15.0	101
FREE STANDING	12.0	6.0	18.0	28
OTHER				0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

Profile of New Supermarkets

Tables 8A through 8D present a profile of the typical supermarket built in 1984 by geographic region, by type of store and by location of the store. Tables A and C show the number of stores reporting information, and Tables B and D present the data for each category.

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TABLE 8A

PROFILE OF NEW STORE CONSTRUCTION --NUMBER OF STORES

		GEOGRAPHIC REGION								
	TOTAL	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	225	17	18	9	18	71	31	27	22	0
AVERAGE TOTAL SQUARE FEET	225	17	18	9	18	71	31	27	22	0
AVERAGE BUILDING COST PER SQUARE FOOT	202	11	8	8	17	70	29	25	22	0
AVERAGE COST FOR STORE EQUIPMENT FIXTURES AND DECORATIONS PER SQUARE FOOT	209	12	18	8	17	70	28	22	22	0
AVERAGE TOTAL CONSTRUCTION COST PER SQUARE FOOT	191	12	11	6	16	64	28	22	22	0
AVERAGE NUMBER OF MONTHS FROM CONSTRUCTION TO BREAKEVEN	178	12	13	7	11	69	23	14	17	0

TABLE 8B

PROFILE OF NEW STORE CONSTRUCTION --MEDIANS

		GEOGRAPHIC REGION								
	TOTAL	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	225	17	18	9	18	71	31	27	22	0
AVERAGE TOTAL SQUARE FEET	39800	42000	33003	40000	52000	22021	54069	40000	38789	
AVERAGE BUILDING COST PER SQUARE FOOT	28.16	35.00	32.25	30.45	32.00	23.85	35.00	27.68	30.00	
AVERAGE COST FOR STORE EQUIPMENT FIXTURES AND DECORATIONS PER SQUARE FOOT	27.10	32.00	31.15	28.00	28.00	21.69	28.76	23.50	27.50	
AVERAGE TOTAL CONSTRUCTION COST PER SQUARE FOOT	56.00	67.12	59.11	59.00	57.71	42.75	60.00	51.18	57.10	
AVERAGE NUMBER OF MONTHS FROM CONSTRUCTION TO BREAKEVEN	12.0	35.0	6.0	12.0	6.0	3.0	11.5	11.5	5.5	

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

TABLE 8C

PROFILE OF NEW STORE CONSTRUCTION --NUMBER OF STORES

		TYPE OF STORE					LOCATION OF STORE			
	TOTAL	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	LIMITED ASSORT.	WARE-HOUSE	COMMUN./ REGIONAL	NEIGH. CENTER	FREE STANDING	OTHER
TOTAL	225	73	95	40	0	17	50	138	37	0
AVERAGE TOTAL SQUARE FEET	225	73	95	40	0	17	50	138	37	0
AVERAGE BUILDING COST PER SQUARE FOOT	202	62	89	36	0	15	47	123	32	0
AVERAGE COST FOR STORE EQUIPMENT, FIXTURES AND DECORATIONS PER SQUARE FOOT	209	64	93	37	0	15	48	132	29	0
AVERAGE TOTAL CONSTRUCTION COST PER SQUARE FOOT	191	57	90	30	0	14	48	115	28	0
AVERAGE NUMBER OF MONTHS FROM CONSTRUCTION TO BREAKEVEN	178	61	74	28	0	15	44	105	29	0

TABLE 8D

PROFILE OF NEW STORE CONSTRUCTION --MEDIANS

		TYPE OF STORE					LOCATION OF STORE			
	TOTAL	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	LIMITED ASSORT.	WARE-HOUSE	COMMUN./ REGIONAL	NEIGH. CENTER	FREE STANDING	OTHER
TOTAL	225	73	95	40	0	17	50	138	37	0
AVERAGE TOTAL SQUARE FEET	39800	22100	40000	54069		45000	22150	40000	43000	
AVERAGE BUILDING COST PER SQUARE FOOT	28.16	24.00	30.00	35.00		27.25	23.85	30.00	33.25	
AVERAGE COST FOR STORE EQUIPMENT, FIXTURES AND DECORATIONS PER SQUARE FOOT	27.10	19.10	29.00	32.00		22.00	18.85	28.52	31.20	
AVERAGE TOTAL CONSTRUCTION COST PER SQUARE FOOT	56.00	42.60	57.00	67.00		48.65	42.75	56.31	63.16	
AVERAGE NUMBER OF MONTHS FROM CONSTRUCTION TO BREAKEVEN	12.0	0	12.0	11.5		12.0	0	12.0	12.0	

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

Service Departments

Participating companies were given a list of four service departments and asked which departments were incorporated into their new stores. Table 9A shows the percentage of new stores having these specialty departments. For stores constructed in 1984, 79.8 percent had either a scratch or a bake-off bakery, 76.7 percent had a service deli, 57.4 percent offered a floral department, and 22.9 percent had a snack bar or restaurant. Generally, as stores get larger they are likely to have more service departments. For example, as one might expect, combination stores had more service departments than any other type of store. Half of all warehouse stores offered a service deli and were less likely to offer the other services. This was also true by size of company. Larger companies tended to add more services to their new stores. However, this was not true for snack bars and restaurants. Table 9B supplies the base number of stores in the survey answering this question.

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TABLE 9A

PERCENT OF STORES WITH SPECIALTY DEPARTMENTS

	% WITH BAKERY, SCRATCH/ BAKE-OFF	% WITH SERVICE DELI	% WITH FLORAL	% WITH SNACK BAR/ RESTAURANT
ALL STORES	79.8	76.7	57.4	22.9
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				
10 - 30 MILLION	75.0	50.0	30.0	5.0
31 - 100 MILLION	100.0	100.0	31.3	18.8
101 - 250 MILLION	77.8	77.8	44.4	33.3
251 - 500 MILLION	88.5	92.3	92.3	53.8
OVER 500 MILLION	77.9	75.8	59.7	20.1
GEOGRAPHIC REGION				
NORTHEAST	100.0	100.0	88.2	11.8
MIDDLE ATLANTIC	88.9	100.0	27.8	11.1
EAST NORTH CENTRAL	100.0	100.0	55.6	22.2
WEST NORTH CENTRAL	94.4	88.9	88.9	38.9
SOUTHEAST	50.7	52.2	30.4	8.7
WEST SOUTH CENTRAL	87.1	87.1	83.9	64.5
MOUNTAIN	88.9	75.6	46.7	17.8
PACIFIC	97.1	94.1	70.6	17.6
CANADA				
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	40.3	28.4	9.0	4.5
30,000-39,999	94.2	92.3	51.9	13.5
40,000-49,999	98.2	100.0	91.2	21.1
50,000 AND OVER	97.9	100.0	91.5	61.7
TYPE OF STORE				
CONVENTIONAL	47.9	36.6	6.5	4.2
SUPER STORE	95.8	97.9	82.1	30.5
COMBINATION STORE	97.5	100.0	95.0	45.0
LIMITED ASSORTMENT				
WAREHOUSE	82.4	70.6	35.3	5.9
LOCATION OF STORE				
COMMUNITY/REGIONAL	32.0	36.0	14.0	8.0
NEIGHBORHOOD	96.3	91.9	75.7	21.3
FREE-STANDING	83.8	75.7	48.6	48.6
OTHER				

NOTE: DATA WEIGHTED BY NUMBER OF STORES
SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

TABLE 98

BASE NUMBER OF STORES WITH SPECIALTY DEPARTMENTS --NUMBER OF STORES

	BAKERY, SCRATCH/ BAKE-OFF	SERVICE DELI	FLORAL	SNACK BAR/ RESTAURANT
ALL STORES	223	223	223	223
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	3	3	3	3
10 - 30 MILLION	20	20	20	20
31 - 100 MILLION	16	16	16	16
101 - 250 MILLION	9	9	9	9
251 - 500 MILLION	26	26	26	26
OVER 500 MILLION	149	149	149	149
GEOGRAPHIC REGION				
NORTHEAST	17	17	17	17
MIDDLE ATLANTIC	18	18	18	18
EAST NORTH CENTRAL	9	9	9	9
WEST NORTH CENTRAL	18	18	18	18
SOUTHEAST	69	69	69	69
WEST SOUTH CENTRAL	31	31	31	31
MOUNTAIN	27	27	27	27
PACIFIC	22	22	22	22
CANADA	0	0	0	0
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	67	67	67	67
30,000-39,999	52	52	52	52
40,000-49,999	57	57	57	57
50,000 AND OVER	47	47	47	47
TYPE OF STORE				
CONVENTIONAL	71	71	71	71
SUPER STORE	95	95	95	95
COMBINATION STORE	40	40	40	40
LIMITED ASSORTMENT	0	0	0	0
WAREHOUSE	17	17	17	17
LOCATION OF STORE				
COMMUNITY/REGIONAL	50	50	50	50
NEIGHBORHOOD	136	136	136	136
FREE STANDING	37	37	37	37
OTHER	0	0	0	0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

Lease Arrangements: New and Existing Stores

Whether a typical store is leased or owned varies considerably by region and size of company. Tables 10A and B show the percentages of supermarkets owned, leased from a subsidiary and leased from another company. Those stores belonging to smaller companies are more likely to be owned by the supermarket company.

FACTS ABOUT STORE DEVELOPMENT

TABLE 10A

NUMBER OF SUPERMARKETS OWNED/LEASED

		GEOGRAPHIC REGION								
	TOTAL	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
ALL STORES	5111	371	639	640	492	1288	355	352	826	148
TOTAL	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
SUPERMARKETS OWNED	32.1	61.5	24.9	18.6	33.9	39.2	63.9	23.9	18.0	.7
SUPERMARKETS LEASED FROM A SUBSIDIARY	5.2	3.5	4.1	11.1	7.7	.3	3.4	.6	2.4	55.4
SUPERMARKETS LEASED FROM ANOTHER COMPANY	62.7	35.0	71.0	70.3	58.3	60.5	32.7	75.6	79.5	43.9

TABLE 10B

NUMBER OF SUPERMARKETS OWNED/LEASED

		1984 SALES (MILLIONS OF DOLLARS)					
	TOTAL	UNDER 10	10-30	31-100	101-250	251-500	OVER 500
ALL STORES	5111	68	123	272	446	780	3422
TOTAL	100.0	100.0	100.0	100.0	100.0	100.0	100.0
SUPERMARKETS OWNED	32.1	85.3	81.3	65.1	39.7	16.8	29.1
SUPERMARKETS LEASED FROM A SUBSIDIARY	5.2	2.9	5.7	6.3	9.6	12.8	2.9
SUPERMARKETS LEASED FROM ANOTHER COMPANY	62.7	11.8	13.0	28.7	50.7	70.4	68.0

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

The average minimum rent per square foot for new stores in 1984 was $5.73. Companies typically paid overages of 0.8 percent of sales for an expected total rent of $5.90 per square foot; see Tables 11A and 11B. For the five-year trend in rent costs see Figure D. Expected total rent consists of the minimum rent per square foot plus the rent overages as a percent of sales as expected after a period of five years. The highest rents were in the Mid-Atlantic states and the Pacific states. The lowest total rents are paid by those companies with stores in the Mountain states.

TABLE 11A

MEAN RENT FOR NEW STORES

		GEOGRAPHIC REGION								
	TOTAL	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	50	3	5	5	6	9	8	6	8	0
MINIMUM RENT	5.73		8.95	4.74	5.02	5.66	5.46	4.60	5.95	
TOTAL	53	3	4	4	6	14	6	6	10	0
OVERAGES AS A PERCENT OF SALES	8		2	8	5	8	8	1.3	1.2	
TOTAL	40	3	4	2	6	7	6	4	8	0
EXPECTED TOTAL RENT	5.90		6.57		5.93	5.75	4.89	6.25	6.57	

TABLE 11B

MEAN RENT FOR NEW STORES

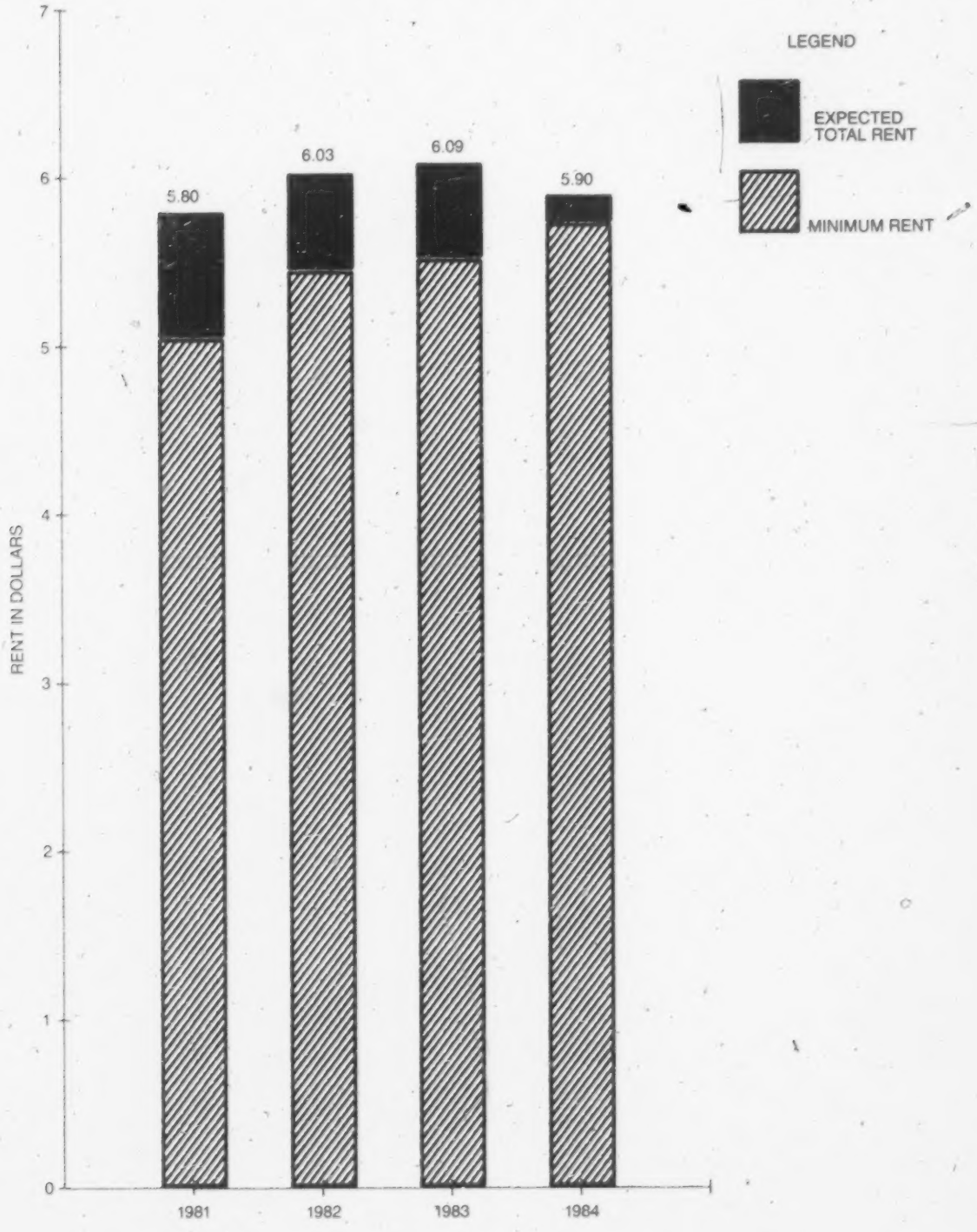
		TYPE OF STORE					LOCATION OF STORE			
	TOTAL	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	LIMITED ASSORT	WARE-HOUSE	COMMUN / REGIONAL	NEIGH CENTER	FREE STANDING	OTHER
TOTAL	50	14	25	6	0	4	11	24	12	1
MINIMUM RENT	5.73	5.96	5.69	6.26		5.02	4.96	5.77	6.57	
TOTAL	53	13	31	5	0	3	12	28	10	1
OVERAGES AS A PERCENT OF SALES	8	1.0	8	5			6	1.0	7	
TOTAL	40	11	21	5	0	2	10	21	7	0
EXPECTED TOTAL RENT	5.90	5.64	5.84	6.11			5.76	6.19	5.13	

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

FIGURE D

MEAN RENT FOR NEW STORES



NOTE: UNWEIGHTED DATA

In order to more fully describe the actual lease arrangements for new stores, information for each supermarket is listed individually in Table 12. Here it is possible to see the size, location and type of supermarket along with the rent paid and the services provided by the landlord. All supermarkets are classified first by region, then by size. To illustrate, in the Northeast, which is the first region presented, each line represents one supermarket. The first line describes a 40,000 square foot combination store. The company pays $7 per square foot for rent. The average for rent, rent overage, total rent and size for all the stores in that region are given at the end of each region.

TABLE 12

OWNERSHIP/LEASE ARRANGEMENT FOR NEW STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	TOTAL SIZE OF STORE
NORTHEAST	NEIGHBORHOOD	SUPER STORE	$7.00	1.00%	$7.00	X					X	X	40,000
	NEIGHBORHOOD	CONVENTIONAL	$6.00	1.00%	$7.07						X	X	20,000
	COMM./REGIONAL	SUPER STORE	$5.25	0.00%	$5.75						X	X	
AVERAGE			$6.08	0.66%	$6.61								30,000
MID-ATLANTIC		SUPER STORE	$5.90	0.75%	$5.90	X		X		X	X		33,003
	NEIGHBORHOOD	SUPER STORE	$6.02	0.00%	$6.33	X					X	X	31,368
	NEIGHBORHOOD	SUPER STORE	$4.86	0.00%	$4.86	X		X			X	X	30,624
	FREE STANDING	CONVENTIONAL	$18.77			X							10,600
	NEIGHBORHOOD	COMBINATION	$9.19	0.00%	$9.19	X					X		
AVERAGE			$8.95	0.18%	$6.57								26,399
E N CENTRAL	COMM./REGIONAL	SUPER STORE				X					X	X	56,700
	NEIGHBORHOOD	WAREHOUSE	$6.00			X		X			X		45,000
	NEIGHBORHOOD	SUPER STORE				X					X	X	40,600
	FREE STANDING	SUPER STORE				X					X	X	40,300
	FREE STANDING	SUPER STORE	$6.80	1.00%		X					X	X	35,600
	COMM./REGIONAL	SUPER STORE	$3.90	1.00%		X					X	X	31,500
	NEIGHBORHOOD	CONVENTIONAL	$4.75	1.00%	$4.75	X					X	X	26,500
	NEIGHBORHOOD	CONVENTIONAL	$2.25	0.00%	$2.25								25,289
AVERAGE			$4.74	0.75%	$3.50								37,686
W N CENTRAL	FREE STANDING	SUPER STORE	$5.63	1.25%	$5.63						X		51,645
	FREE STANDING	SUPER STORE	$5.97	0.00%	$5.97								44,413
	FREE STANDING	SUPER STORE	$3.43	0.00%	$3.43								38,012
	COMM./REGIONAL	SUPER STORE	$6.55	1.00%	$6.55	X			X		X		33,000
	COMM./REGIONAL	WAREHOUSE	$5.28	0.00%	$5.28	X					X	X	32,000
	COMM./REGIONAL		$3.25	0.88%	$8.72	X					X	X	25,000
AVERAGE			$5.02	0.52%	$5.93								37,345

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

TABLE 12

OWNERSHIP/LEASE ARRANGEMENT FOR NEW STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- INSTALLATION OF HEATING/AIR CONDITIONING	MAINTENANCE OF HEATING/AIR CONDITIONING	TAXES	INCREASES IN TAXES	INSURANCE	PARKING INSTALLATION	SPRINKLER SYSTEM	TOTAL SIZE OF STORE
SOUTHEAST	NEIGHBORHOOD	SUPER STORE	$9.46	0.00%	$9.46	X					X	X	49,762
	NEIGHBORHOOD	SUPER STORE		1.00%									40,100
	NEIGHBORHOOD	SUPER STORE	$5.35	1.00%		X				X	X	X	39,795
	NEIGHBORHOOD	SUPER STORE		1.00%				X					34,000
	NEIGHBORHOOD	SUPER STORE		1.00%				X					34,000
	NEIGHBORHOOD	SUPER STORE		1.00%									33,900
		SUPER STORE	$6.50	0.75%	$6.50	X		X		X	X		33,003
	NEIGHBORHOOD	SUPER STORE	$5.90	1.50%	$6.30	X					X	X	32,375
	COMM./REGIONAL	SUPER STORE		1.25%									31,000
	FREE STANDING	CONVENTIONAL	$6.25	1.00%				X			X	X	28,000
	NEIGHBORHOOD	CONVENTIONAL	$4.00	1.00%	$4.25	X		X		X	X	X	23,000
	NEIGHBORHOOD	CONVENTIONAL	$3.75	1.00%	$3.75	X		X		X	X	X	20,000
	COMM./REGIONAL	CONVENTIONAL	$6.50	0.00%	$6.50	X	X			X	X	X	19,600
	NEIGHBORHOOD	CONVENTIONAL	$3.25	0.00%	$3.50								18,500
AVERAGE			$5.66	0.82%	$5.75								31,217
W.S. CENTRAL	FREE STANDING	COMBINATION	$8.19	0.00%	$8.19								60,376
	FREE STANDING	COMBINATION	$3.50	1.25%	$3.50	X	X	X		X	X	X	58,164
	NEIGHBORHOOD	SUPER STORE	$8.75					X	X	X	X		52,548
	FREE STANDING	WAREHOUSE											48,000
	FREE STANDING	COMBINATION	$4.16	0.00%	$4.16	X	X	X	X	X	X	X	45,170
	FREE STANDING	COMBINATION	$7.03										45,137
	NEIGHBORHOOD	SUPER STORE	$2.82	1.00%	$3.02	X					X	X	43,357
	FREE STANDING	SUPER STORE	$3.75	1.00%	$5.00	X					X	X	40,000
	NEIGHBORHOOD	COMBINATION	$5.50	1.25%	$5.50			X		X	X	X	36,000
AVERAGE			$5.46	0.75%	$4.90								47,639
MOUNTAIN	NEIGHBORHOOD	SUPER STORE	$5.00	1.25%	$6.75	X				X		X	45,800
	COMM./REGIONAL	SUPER STORE	$6.32	0.50%	$6.32								42,055
	OTHER	WAREHOUSE	$2.36	1.25%		X	X					X	34,000
	NEIGHBORHOOD	CONVENTIONAL	$2.50	1.75%	$4.44	X					X	X	22,500
	NEIGHBORHOOD	CONVENTIONAL	$6.00	1.75%	$7.50	X		X			X	X	20,000
	FREE STANDING	CONVENTIONAL	$5.40	1.50%		X		X	X		X	X	12,495
AVERAGE			$4.60	1.33%	$6.25								29,475
PACIFIC	NEIGHBORHOOD	SUPER STORE	$8.14	1.50%	$8.14			X		X	X	X	47,121
	COMM./REGIONAL	SUPER STORE	$3.65	0.80%	$3.65								42,260
	COMM./REGIONAL	SUPER STORE	$3.65	0.80%	$3.85								42,129
	COMM./REGIONAL	SUPER STORE	$3.80	0.00%	$4.18								42,078
	COMM./REGIONAL	WAREHOUSE	$6.42	1.50%	$6.82						X	X	36,000
	NEIGHBORHOOD	SUPER STORE	$7.95	1.50%	$7.95								34,302
	NEIGHBORHOOD	SUPER STORE		1.25%				X	X				31,000
	NEIGHBORHOOD	SUPER STORE		1.25%									31,000
	NEIGHBORHOOD	CONVENTIONAL	$8.00	1.50%	$12.00	X					X		30,000
	NEIGHBORHOOD	CONVENTIONAL	$6.00	1.50%	$6.00						X	X	22,440
AVERAGE			$5.95	1.16%	$6.57								35,833
AVERAGE FOR ALL REGIONS			$5.73	0.83%	$5.90								35,460

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

The average rent for existing stores was much lower then that of new stores. In 1984, the average minimum rent was $3.31 per square foot. Overages as a percent of sales averaged 0.9 percent, bringing the expected total rent up to $4.16. Tables 13A and 13B present the rent for existing stores. Figure E illustrates the trend in rent costs.

TABLE 13A

MEAN RENT FOR EXISTING STORES

		GEOGRAPHIC REGION								
	TOTAL	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	457	35	90	148	19	56	28	20	56	5
MINIMUM RENT	3.31	3.51	3.72	3.10	2.68	3.31	2.96	3.06	3.48	3.95
TOTAL	439	31	79	149	19	51	24	22	59	5
OVERAGES AS A PERCENT OF SALES	.9	.4	.7	1.0	1.0	.6	.5	1.0	1.1	.8
TOTAL	424	29	85	145	18	48	26	16	53	4
EXPECTED TOTAL RENT	4.16	4.22	5.04	3.65	2.97	3.87	3.55	4.64	4.87	5.28

TABLE 13B

MEAN RENT FOR EXISTING STORES

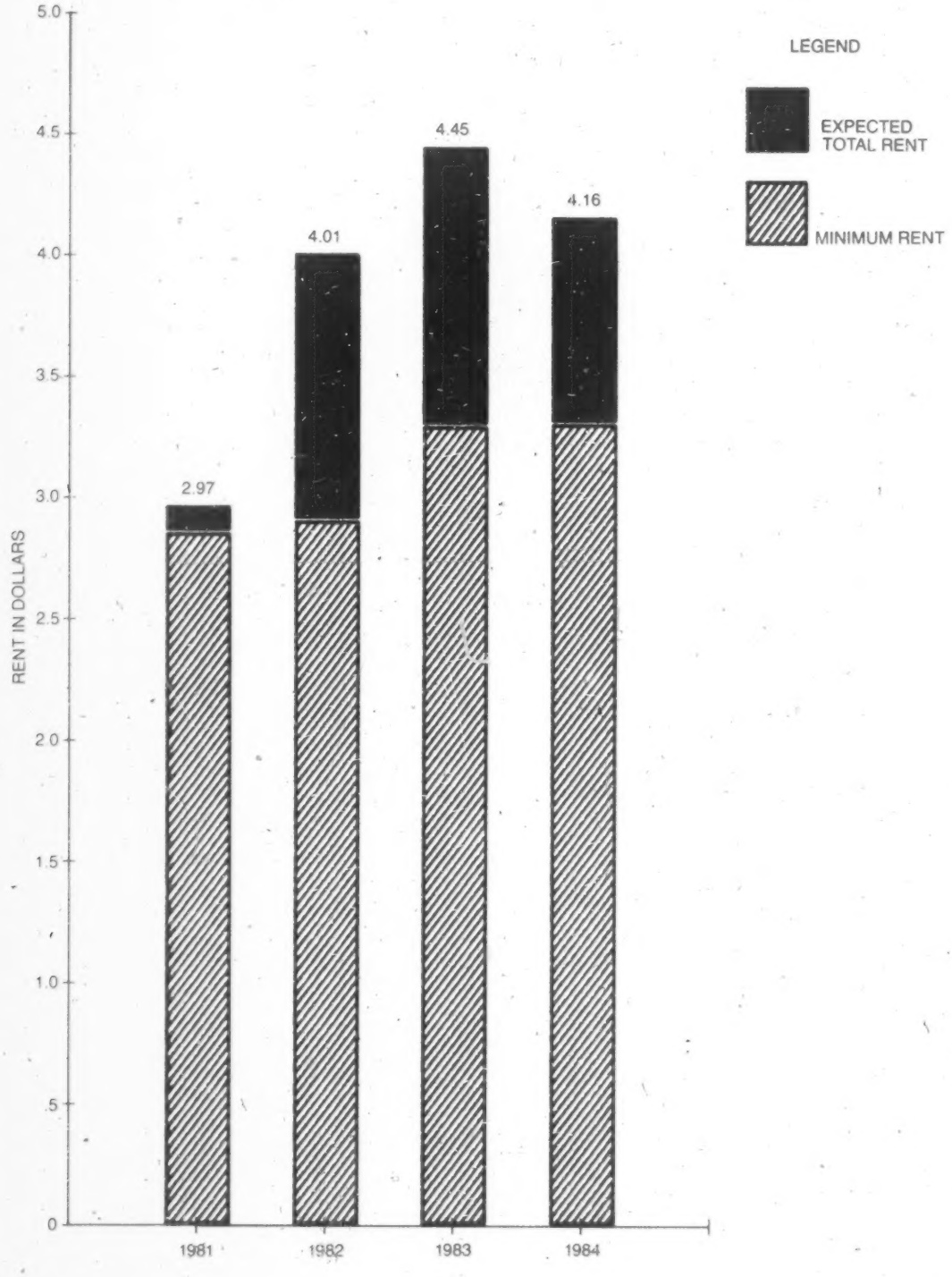
		TYPE OF STORE					LOCATION OF STORE			
	TOTAL	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	LIMITED ASSORT	WARE-HOUSE	COMMUN / REGIONAL	NEIGH CENTER	FREE STANDING	OTHER
TOTAL	457	299	90	24	2	32	70	210	126	3
MINIMUM RENT	3.31	3.31	3.57	3.87		2.49	3.04	3.53	3.26	
TOTAL	439	283	82	24	2	30	67	198	122	3
OVERAGES AS A PERCENT OF SALES	9	8	7	7		8	1.0	8	8	
TOTAL	424	270	83	23	2	28	66	196	113	3
EXPECTED TOTAL RENT	4.16	4.22	4.13	4.33		3.63	4.12	4.27	3.99	

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

FIGURE E

MEAN RENT FOR EXISTING STORES



NOTE: UNWEIGHTED DATA

Actual rent information for each existing supermarket is illustrated in Table 14. For instance, in the first region, the Northeast, each line represents one store. In the first line there is a 55,000 square foot super store in a neighborhood shopping center which pays $3.50 per foot per year for minimum rent. After presenting the figures for all stores in each region, an average is presented for the entire region.

TABLE 14

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	TOTAL SIZE OF STORE
NORTHEAST	NEIGHBORHOOD	SUPER STORE	$3.50	0.00%	$3.50	X	X	X	X	X	X	X	55,000
	NEIGHBORHOOD	WAREHOUSE	$3.71	0.00%	$4.02						X		54,000
	NEIGHBORHOOD	COMBINATION	$9.20	0.00%	$9.20	X					X		47,942
	FREE STANDING	SUPER STORE	$2.20										43,000
	NEIGHBORHOOD	COMBINATION	$6.00	0.50%	$6.00	X					X	X	42,000
	COMM./REGIONAL	WAREHOUSE	$5.76	1.25%	$5.76						X		39,638
	COMM./REGIONAL	WAREHOUSE	$3.02	1.50%	$4.13						X		37,302
	NEIGHBORHOOD	SUPER STORE	$5.49	0.00%	$5.49						X	X	35,000
	NEIGHBORHOOD	SUPER STORE	$3.76	0.00%	$3.76	X	X	X	X	X	X	X	34,616
	NEIGHBORHOOD	SUPER STORE	$3.00	0.00%	$3.00	X	X	X		X	X	X	34,000
	NEIGHBORHOOD	SUPER STORE	$1.47	0.00%	$1.47	X	X	X		X			32,240
	COMM./REGIONAL	WAREHOUSE	$3.44	1.00%	$3.44						X		31,074
	NEIGHBORHOOD	CONVENTIONAL	$3.00	0.00%	$3.00			X		X	X	X	30,000
	COMM./REGIONAL	CONVENTIONAL	$3.30	1.00%	$3.30	X					X	X	30,000
	COMM./REGIONAL	CONVENTIONAL	$5.50	1.00%	$5.50	X	X				X	X	30,000
	FREE STANDING	CONVENTIONAL	$2.65	0.00%	$2.65	X	X	X			X	X	30,000
	NEIGHBORHOOD	CONVENTIONAL	$3.57	0.75%	$4.67						X		29,697
	NEIGHBORHOOD	CONVENTIONAL	$1.47	0.00%	$1.47	X	X	X	X	X	X	X	29,616
	FREE STANDING	CONVENTIONAL	$4.50										28,000
	COMM./REGIONAL	CONVENTIONAL	$3.00	1.00%	$3.13						X		26,388
	FREE STANDING	CONVENTIONAL	$3.00	0.00%	$3.00	X		X				X	25,000
	NEIGHBORHOOD	CONVENTIONAL	$3.50	1.00%	$3.50			X		X	X	X	25,000
	NEIGHBORHOOD	CONVENTIONAL	$4.00	1.00%	$4.00	X					X	X	25,000
	COMM./REGIONAL	CONVENTIONAL	$2.91	1.00%	$2.91						X		24,416
	NEIGHBORHOOD	CONVENTIONAL	$3.50	0.00%	$7.00	X		X		X	X	X	24,000
	NEIGHBORHOOD	CONVENTIONAL	$1.65	0.00%	$1.65	X						X	24,000
	FREE STANDING	CONVENTIONAL	$8.60										23,000
	FREE STANDING	CONVENTIONAL	$2.04	0.04%	$2.18								23,000
	NEIGHBORHOOD	CONVENTIONAL	$2.50	0.00%	$2.50	X	X	X	X	X	X	X	22,350
	FREE STANDING	CONVENTIONAL	$2.00	0.00%	$2.00	X	X	X	X	X	X	X	22,000
	FREE STANDING	CONVENTIONAL	$2.50	1.00%	$3.00								21,500
	FREE STANDING	CONVENTIONAL	$3.00	0.00%									21,500
	NEIGHBORHOOD	CONVENTIONAL	$2.40	0.75%	$4.19						X	X	21,000
	NEIGHBORHOOD	CONVENTIONAL	$3.13								X		21,000
	FREE STANDING	CONVENTIONAL	$2.75	0.00%	$2.75	X		X		X	X	X	20,500
	FREE STANDING	WAREHOUSE	$1.76	0.00%	$1.76	X	X	X	X	X	X	X	20,448
	NEIGHBORHOOD	CONVENTIONAL	$2.42	1.10%	$7.92	X					X	X	20,150
	NEIGHBORHOOD	CONVENTIONAL	$2.80	1.50%	$4.50	X		X		X	X	X	20,000
	NEIGHBORHOOD	CONVENTIONAL	$3.00	0.00%							X		20,000
	FREE STANDING	CONVENTIONAL	$3.11	1.50%	$7.39						X		19,275
	COMM./REGIONAL	CONVENTIONAL	$3.00	0.00%		X		X		X	X	X	19,000
	NEIGHBORHOOD	CONVENTIONAL	$2.75	0.00%	$4.00	X		X		X	X		18,000
	FREE STANDING	CONVENTIONAL	$3.46	1.25%	$4.69								46,000
				1.50%	$8.00			X		X		X	15,000
	FREE STANDING	CONVENTIONAL	$2.80	1.00%	$3.20			X			X		15,000
	COMM./REGIONAL	CONVENTIONAL	$2.25	0.05%	$2.74	X				X	X	X	14,400
	FREE STANDING	CONVENTIONAL	$3.10	0.00%	$3.10	X		X	X	X	X		12,500
	NEIGHBORHOOD	CONVENTIONAL	$3.10	0.50%	$6.00	X		X		X	X		12,500
	FREE STANDING	CONVENTIONAL	$5.50	0.00%	$5.50			X	X	X			12,000
	FREE STANDING	CONVENTIONAL	$2.50			X		X				X	7,500
	FREE STANDING	CONVENTIONAL	$3.00	0.00%		X				X	X		3,000
	NEIGHBORHOOD	CONVENTIONAL	$3.62	0.23%	$4.41	X					X		
AVERAGE			$3.40	0.45%	$4.08								25,638

TABLE 14

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	TOTAL SIZE OF STORE
MID-ATLANTIC	FREE STANDING	COMBINATION	$3.14	0.00%	$3.14	X					X	X	51,145
	COMM./REGIONAL	COMBINATION	$5.69	0.00%	$5.69	X					X		50,088
	COMM./REGIONAL	COMBINATION	$5.25	0.00%	$5.25	X					X		49,456
	NEIGHBORHOOD	COMBINATION	$7.52	0.00%	$7.52	X					X		48,768
	COMM./REGIONAL	COMBINATION	$8.51	0.00%	$8.51	X					X		48,739
	FREE STANDING	COMBINATION	$2.00	0.00%	$2.89	X					X		47,722
	NEIGHBORHOOD	COMBINATION	$5.54	0.00%	$5.54	X					X		47,536
		SUPER STORE	$2.50	1.00%	$3.14	X					X		40,599
	NEIGHBORHOOD	SUPER STORE	$3.50	0.00%	$3.50	X					X		39,983
	NEIGHBORHOOD	SUPER STORE	$6.00			X							38,500
	NEIGHBORHOOD		$3.13	1.50%	$5.75	X	X			X			37,119
		SUPER STORE	$7.50	0.00%	$7.50	X					X		36,414
	NEIGHBORHOOD	SUPER STORE	$3.60	0.75%	$4.14	X					X	X	35,000
	NEIGHBORHOOD	SUPER STORE	$3.00	1.50%	$3.00	X					X	X	33,600
	COMM./REGIONAL	SUPER STORE	$3.50	1.00%	$4.80						X	X	33,200
	COMM./REGIONAL	SUPER STORE	$2.93	1.10%	$4.76	X					X	X	33,124
	NEIGHBORHOOD	SUPER STORE	$7.24	1.25%	$7.98	X					X	X	32,960
	COMM./REGIONAL	SUPER STORE	$3.80	0.00%	$3.95	X			X		X	X	32,734
	COMM./REGIONAL	SUPER STORE	$3.05	0.00%	$3.05					X	X	X	30,861
	NEIGHBORHOOD	SUPER STORE	$3.29	1.00%	$4.83					X	X	X	30,856
	NEIGHBORHOOD	SUPER STORE	$3.90	1.00%	$4.10						X		30,811
		SUPER STORE	$3.11	1.00%	$7.02	X		X		X	X		30,560
	NEIGHBORHOOD	SUPER STORE	$2.86	0.00%	$2.86	X					X	X	30,523
		SUPER STORE	$2.75	1.25%	$2.75			X		X	X		30,433
	COMM./REGIONAL	CONVENTIONAL	$2.90	1.00%	$7.10								30,000
	NEIGHBORHOOD	CONVENTIONAL	$2.34	1.00%	$5.45								30,000
	COMM./REGIONAL	CONVENTIONAL	$2.29		$3.21								30,000
		CONVENTIONAL	$3.11	1.25%	$6.77	X		X			X		29,862
		CONVENTIONAL	$2.43	0.00%	$2.43						X		29,740
	NEIGHBORHOOD	CONVENTIONAL	$1.86	1.50%	$3.10								29,000
	COMM./REGIONAL	CONVENTIONAL	$2.48	1.00%	$3.81								29,000
	NEIGHBORHOOD	CONVENTIONAL	$2.99	0.00%	$2.99	X				X	X	X	28,480
		CONVENTIONAL	$5.00	1.00%	$5.00	X					X		28,414
		CONVENTIONAL	$3.56	1.25%	$6.23								27,472
		CONVENTIONAL	$2.88	1.25%	$6.42	X					X		27,282
	NEIGHBORHOOD	CONVENTIONAL	$5.20	1.00%		X					X	X	27,000
	NEIGHBORHOOD	CONVENTIONAL	$2.60	0.00%	$3.10	X		X			X		27,000
	FREE STANDING	CONVENTIONAL	$2.88			X							26,066
	NEIGHBORHOOD	CONVENTIONAL	$1.66	0.00%	$3.12				X	X	X		25,650
	FREE STANDING	CONVENTIONAL	$5.75			X					X	X	25,500
	NEIGHBORHOOD	CONVENTIONAL	$6.25			X					X		25,500
	NEIGHBORHOOD	CONVENTIONAL	$3.06	1.50%	$7.00	X					X		25,500
	FREE STANDING	CONVENTIONAL	$5.35	2.00%	$17.18								25,102
	NEIGHBORHOOD	CONVENTIONAL	$10.00	0.00%	$10.00	X					X	X	25,000
	COMM./REGIONAL	CONVENTIONAL	$2.90	1.00%	$4.53								25,000
	NEIGHBORHOOD	CONVENTIONAL	$4.00	1.25%	$6.80	X					X		24,750
	FREE STANDING	CONVENTIONAL	$4.76		$6.71								24,540
	NEIGHBORHOOD	CONVENTIONAL	$2.48		$3.50								24,178
	FREE STANDING	CONVENTIONAL	$2.00	1.00%	$2.08	X							24,000
	NEIGHBORHOOD	WAREHOUSE	$2.00	0.00%	$2.00								24,000
	COMM./REGIONAL	CONVENTIONAL	$1.79	1.25%	$12.75								24,000
	NEIGHBORHOOD	CONVENTIONAL	$5.25	0.00%	$6.00								24,000
	NEIGHBORHOOD	CONVENTIONAL	$2.50	1.00%	$4.40			X			X		24,000
	FREE STANDING	CONVENTIONAL	$1.33	1.00%	$5.12								23,500
		CONVENTIONAL	$1.63	1.00%	$4.71	X					X		23,500
	COMM./REGIONAL	WAREHOUSE	$2.54		$2.85	X		X		X	X		22,000
	COMM./REGIONAL	WAREHOUSE	$2.00	1.00%	$2.65								21,500
	FREE STANDING	CONVENTIONAL	$4.55		$4.55								21,000
	COMM./REGIONAL	CONVENTIONAL	$2.53	1.50%	$2.53	X		X			X		21,000
	COMM./REGIONAL	WAREHOUSE	$2.10	1.50%	$2.60	X					X		21,000
	NEIGHBORHOOD	CONVENTIONAL	$3.30	1.50%	$6.40	X					X		20,000
	COMM./REGIONAL	CONVENTIONAL	$2.75	0.00%	$2.75								20,000
	COMM./REGIONAL	WAREHOUSE	$1.30	2.00%	$3.55								20,000
	NEIGHBORHOOD	CONVENTIONAL	$6.00	0.00%	$7.00								20,000
	NEIGHBORHOOD	CONVENTIONAL	$5.85	0.00%	$6.00								19,685
	COMM./REGIONAL	WAREHOUSE	$2.84	1.50%	$3.34	X					X		19,000
	NEIGHBORHOOD	CONVENTIONAL	$3.00	0.00%	$4.00								19,000
	NEIGHBORHOOD	CONVENTIONAL	$2.28	1.50%	$2.28								18,400
	NEIGHBORHOOD	CONVENTIONAL	$2.75	1.00%	$5.10			X			X		17,900
	NEIGHBORHOOD	LIM. ASSORT.	$3.00	1.50%	$5.00	X					X		17,100
	COMM./REGIONAL	WAREHOUSE	$2.64		$2.80	X		X	X	X	X		17,000
	NEIGHBORHOOD	CONVENTIONAL	$3.00	0.00%	$4.00								17,000
	NEIGHBORHOOD	CONVENTIONAL	$3.56		$5.00								16,831
	NEIGHBORHOOD	CONVENTIONAL	$1.41	0.00%	$1.41						X		16,300

TABLE 14

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	TOTAL SIZE OF STORE
	FREE STANDING	LIM. ASSORT.	$1.08	0.00%	$1.08	x					x		16,002
	NEIGHBORHOOD	CONVENTIONAL	$2.36	0.00%	$2.36	x					x		16,000
	NEIGHBORHOOD	CONVENTIONAL	$3.00	1.25%	$4.30	x					x		16,000
	NEIGHBORHOOD	CONVENTIONAL	$2.00	1.25%	$2.00								16,000
	NEIGHBORHOOD	CONVENTIONAL	$3.65	0.00%	$4.00								16,000
	NEIGHBORHOOD	CONVENTIONAL	$3.75	1.00%	$4.10			x			x		16,000
	NEIGHBORHOOD	CONVENTIONAL	$8.58	1.50%	$24.37								15,743
	FREE STANDING	CONVENTIONAL	$2.23		$2.23								15,600
	NEIGHBORHOOD	CONVENTIONAL	$7.50	1.00%	$8.00	x					x	x	15,000
	NEIGHBORHOOD	CONVENTIONAL	$2.23	0.00%	$2.23								15,000
	NEIGHBORHOOD	CONVENTIONAL	$4.50	0.00%	$5.00								15,000
	NEIGHBORHOOD	CONVENTIONAL	$8.34	0.00%									15,000
	FREE STANDING	CONVENTIONAL	$7.23	1.50%	$13.47								13,831
	FREE STANDING	CONVENTIONAL	$7.32			x							13,663
	FREE STANDING	CONVENTIONAL	$1.92			x							11,711
	FREE STANDING	CONVENTIONAL	$4.76			x							11,561
	FREE STANDING	CONVENTIONAL	$2.00	0.00%	$2.00	x		x					11,400
	FREE STANDING	CONVENTIONAL	$1.41	0.00%	$1.97								11,040
	FREE STANDING	CONVENTIONAL	$8.17			x							11,021
	FREE STANDING	CONVENTIONAL	$5.47			x							10,960
	FREE STANDING	CONVENTIONAL	$11.15			x							10,580
	FREE STANDING	CONVENTIONAL	$22.71			x							10,127
	FREE STANDING	CONVENTIONAL	$11.93			x							10,060
	FREE STANDING	CONVENTIONAL	$6.38			x							9,399
	FREE STANDING	CONVENTIONAL	$5.42			x							9,219
	FREE STANDING	CONVENTIONAL	$7.22			x							9,000
	FREE STANDING	CONVENTIONAL	$3.16			x							8,859
	FREE STANDING	CONVENTIONAL	$7.05			x							8,513
	FREE STANDING	CONVENTIONAL	$4.50			x							8,408
	FREE STANDING	CONVENTIONAL	$3.96			x							8,123
	FREE STANDING	CONVENTIONAL	$4.97			x							8,054
	NEIGHBORHOOD	CONVENTIONAL	$8.00	0.00%	$9.00								6,500
	FREE STANDING	CONVENTIONAL	$5.83			x							6,000
	FREE STANDING	CONVENTIONAL	$2.77	0.00%	$2.77	x		x					
	COMM./REGIONAL	CONVENTIONAL	$3.92	0.50%	$5.51								
AVERAGE			$4.24	0.68%	$5.01								23,344
E N CENTRAL	NEIGHBORHOOD	WAREHOUSE	$2.00	0.00%	$2.00	x					x	x	65,000
	NEIGHBORHOOD	WAREHOUSE	$2.25	1.00%	$5.50	x				x	x	x	61,000
	COMM./REGIONAL	WAREHOUSE	$1.00	1.00%	$5.00	x				x	x	x	60,000
	NEIGHBORHOOD	WAREHOUSE	$2.50	0.00%	$2.50		x			x	x	x	60,000
	FREE STANDING	WAREHOUSE	$4.75	1.00%	$4.75	x				x	x	x	58,000
	NEIGHBORHOOD	WAREHOUSE	$3.75	1.00%	$4.50								57,600
	COMM./REGIONAL	WAREHOUSE	$3.50	0.00%	$3.50	x				x	x	x	54,500
	COMM./REGIONAL	WAREHOUSE	$3.50	1.00%	$4.75					x	x	x	54,000
	FREE STANDING	SUPER STORE	$1.13	0.00%	$1.13	x							54,000
	COMM./REGIONAL	SUPER STORE	$1.96	0.61%	$4.75	x		x			x		52,000
	NEIGHBORHOOD	WAREHOUSE	$3.05	1.00%	$5.50	x		x		x	x	x	52,000
	NEIGHBORHOOD	WAREHOUSE	$3.00	1.00%	$3.75					x	x	x	51,000
	NEIGHBORHOOD	SUPER STORE									x		48,000
	FREE STANDING	SUPER STORE	$3.58	1.00%		x		x		x	x		47,700
	COMM./REGIONAL	SUPER STORE	$2.40		$3.50			x	x	x	x	x	45,000
	COMM./REGIONAL	SUPER STORE	$1.72	1.00%	$1.74	x					x		41,825
	NEIGHBORHOOD	SUPER STORE	$4.61	1.00%	$4.61						x		40,000
	NEIGHBORHOOD	SUPER STORE	$4.43		$4.50	x					x	x	39,500
	NEIGHBORHOOD	SUPER STORE	$1.20	1.50%	$5.23	x	x	x		x	x		38,193
	NEIGHBORHOOD	WAREHOUSE	$3.05	0.00%	$3.05	x					x	x	37,800
	COMM./REGIONAL	SUPER STORE	$6.87	0.50%		x		x		x	x		37,000
	NEIGHBORHOOD	WAREHOUSE	$3.50	0.00%	$3.50	x				x	x	x	37,000
	NEIGHBORHOOD	SUPER STORE	$5.15	1.50%	$5.42								36,600
	COMM./REGIONAL	WAREHOUSE	$2.95	1.00%	$4.50	x		x		x	x	x	36,000
	NEIGHBORHOOD	WAREHOUSE	$3.25	1.00%	$5.00	x				x	x	x	36,000
	NEIGHBORHOOD	SUPER STORE	$3.88	1.00%	$3.88	x		x		x	x	x	36,000
	NEIGHBORHOOD	SUPER STORE	$2.52	1.50%	$2.79	x	x	x		x	x		35,672
	NEIGHBORHOOD	SUPER STORE	$3.00	1.00%	$4.60	x		x		x	x	x	35,000
	NEIGHBORHOOD	SUPER STORE				x					x	x	34,800
	FREE STANDING	SUPER STORE	$4.13	0.00%	$4.13	x					x	x	34,640
	COMM./REGIONAL	SUPER STORE	$1.92	0.00%	$1.92						x		34,000
	NEIGHBORHOOD	SUPER STORE	$3.25	0.00%	$3.25	x					x	x	33,900
	NEIGHBORHOOD	SUPER STORE	$5.29	1.00%		x		x		x	x		33,900
			$2.98	1.00%	$5.40	x					x	x	33,000
			$2.22	1.50%	$5.00	x		x			x	x	33,000
			$3.15	1.25%	$6.50	x					x	x	33,000

TABLE 14

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	TOTAL SIZE OF STORE
E N CENTRAL	NEIGHBORHOOD	SUPER STORE	$6.00		$6.00	X					X	X	33,000
	NEIGHBORHOOD	SUPER STORE	$3.57		$3.60								32,336
	COMM /REGIONAL	SUPER STORE	$1.44	1.00%	$1.87	X					X		32,186
	FREE STANDING	SUPER STORE	$4.71	1.00%	$4.71	X					X		32,130
	NEIGHBORHOOD	SUPER STORE	$5.69	1.50%	$6.31								32,000
	COMM /REGIONAL	SUPER STORE	$2.90	1.00%	$2.00								32,000
	FREE STANDING	SUPER STORE	$2.35	0.00%	$2.35								32,000
	FREE STANDING	SUPER STORE	$2.03	0.00%	$2.03								31,500
	FREE STANDING	SUPER STORE	$8.00	0.00%	$8.00	X	X				X	X	31,000
	NEIGHBORHOOD	SUPER STORE	$3.16	1.00%	$3.16	X					X		30,975
	NEIGHBORHOOD	SUPER STORE	$3.78		$3.81								30,526
	FREE STANDING	SUPER STORE	$6.70	0.00%	$6.70								30,500
	NEIGHBORHOOD	SUPER STORE	$3.49		$3.50								30,456
	COMM /REGIONAL	SUPER STORE	$2.82	1.00%	$3.17	X					X		30,400
	COMM /REGIONAL	SUPER STORE	$3.43	1.00%	$3.86	X					X		30,400
	COMM /REGIONAL	SUPER STORE	$3.61	1.00%	$3.61	X					X		30,400
	COMM /REGIONAL	SUPER STORE	$3.64		$3.70								30,176
			$3.00	1.00%	$4.50	X		X		X	X	X	30,000
	NEIGHBORHOOD	WAREHOUSE	$1.00	1.00%	$5.00	X				X	X	X	30,000
	NEIGHBORHOOD	CONVENTIONAL	$4.40	1.00%	$4.40	X		X	X		X	X	30,000
	NEIGHBORHOOD	WAREHOUSE	$3.50		$3.50								29,000
	NEIGHBORHOOD	CONVENTIONAL	$1.66	0.00%	$1.66	X					X	X	28,405
	NEIGHBORHOOD	CONVENTIONAL	$7.44	2.00%	$7.44							X	28,000
	COMM /REGIONAL	CONVENTIONAL	$4.69	1.00%	$6.51		X	X		X	X		27,500
	FREE STANDING	CONVENTIONAL				X					X		27,500
	COMM /REGIONAL	CONVENTIONAL	$5.06	1.00%				X		X	X		27,400
			$2.27	1.00%	$4.80	X					X	X	27,000
	NEIGHBORHOOD	CONVENTIONAL	$1.92	1.00%	$1.92	X					X		27,000
	COMM /REGIONAL	CONVENTIONAL	$2.40	1.00%	$3.00				X	X			27,000
	NEIGHBORHOOD	CONVENTIONAL	$3.37		$3.33								27,000
	FREE STANDING	CONVENTIONAL	$2.69	1.50%	$3.55	X	X	X		X	X		26,796
	NEIGHBORHOOD	CONVENTIONAL	$1.60	0.00%	$1.60	X					X	X	26,647
	COMM /REGIONAL	CONVENTIONAL	$2.45	1.00%	$2.94	X					X	X	26,500
	FREE STANDING	CONVENTIONAL	$3.35	0.00%	$3.35								26,000
	NEIGHBORHOOD	CONVENTIONAL	$2.49	0.00%	$2.49	X					X	X	26,000
	NEIGHBORHOOD	CONVENTIONAL	$2.50	1.00%	$2.50								25,000
	NEIGHBORHOOD	CONVENTIONAL	$4.50	1.00%	$5.00	X		X			X		25,000
	NEIGHBORHOOD	CONVENTIONAL	$2.50	1.00%	$3.00	X		X			X		25,000
	NEIGHBORHOOD	CONVENTIONAL	$3.00	1.00%	$4.61	X					X	X	25,000
	FREE STANDING	CONVENTIONAL	$4.32	0.00%	$4.32	X					X	X	25,000
		CONVENTIONAL	$8.68	1.50%	$8.87	X				X	X	X	24,500
	NEIGHBORHOOD	CONVENTIONAL	$5.65	1.00%	$5.65								24,400
	FREE STANDING	CONVENTIONAL	$1.91	1.50%	$3.73	X	X	X		X	X		24,372
	NEIGHBORHOOD	CONVENTIONAL	$2.45	0.00%	$2.45	X					X	X	24,000
	NEIGHBORHOOD	CONVENTIONAL	$4.50	1.00%	$6.50	X		X		X	X	X	24,000
	NEIGHBORHOOD	CONVENTIONAL	$8.29	1.50%	$8.29			X	X		X		24,000
	NEIGHBORHOOD	CONVENTIONAL	$4.01	0.00%	$4.01	X					X	X	23,940
	NEIGHBORHOOD	CONVENTIONAL	$1.50	1.50%	$3.10	X	X	X		X	X		23,888
			$2.75	1.00%	$3.25	X		X		X	X	X	23,000
	NEIGHBORHOOD	CONVENTIONAL	$1.30	1.25%	$4.50	X		X	X	X	X	X	23,000
			$2.50	1.00%	$3.50	X		X		X	X	X	22,500
	FREE STANDING	CONVENTIONAL	$2.00	0.00%	$2.00				X	X			22,500
	NEIGHBORHOOD	CONVENTIONAL	$1.25	0.00%	$1.25	X		X			X	X	22,379
	FREE STANDING	CONVENTIONAL				X					X	X	22,200
	FREE STANDING	CONVENTIONAL	$3.50	6.00%	$3.50	X					X	X	22,000
		CONVENTIONAL	$2.50	0.50%	$3.30	X	X	X	X	X	X		22,000
	COMM /REGIONAL	CONVENTIONAL	$2.32	1.00%	$3.51	X		X	X		X	X	22,000
	COMM /REGIONAL	CONVENTIONAL	$2.32	1.00%	$2.91	X		X	X		X	X	22,000
			$3.00	1.00%	$4.00	X		X		X	X		21,800
	COMM /REGIONAL	CONVENTIONAL	$3.92	1.00%						X	X		21,800
	NEIGHBORHOOD	CONVENTIONAL	$2.50		$4.25	X					X	X	21,500
	NEIGHBORHOOD	CONVENTIONAL	$3.54	0.00%	$3.54	X					X		21,500
	NEIGHBORHOOD	CONVENTIONAL	$3.60	1.00%	$4.10	X			X		X		21,000
	NEIGHBORHOOD	CONVENTIONAL	$1.48	1.00%	$2.75	X					X	X	20,314
	NEIGHBORHOOD	CONVENTIONAL	$2.30	1.50%	$6.00	X		X			X	X	20,020
	NEIGHBORHOOD	CONVENTIONAL	$3.20	1.00%	$3.75	X			X		X		20,000
	NEIGHBORHOOD	CONVENTIONAL	$1.75	1.00%	$3.75	X		X			X	X	20,000
	NEIGHBORHOOD	CONVENTIONAL	$1.50	0.00%		X					X		20,000
	COMM /REGIONAL	CONVENTIONAL	$2.00	1.00%	$2.15	X	X				X	X	20,000
	NEIGHBORHOOD			6.00%	$3.00	X					X		19,000
	FREE STANDING	CONVENTIONAL		2.50%		X	X	X	X	X			19,000
	FREE STANDING	CONVENTIONAL	$2.00	0.00%	$2.00								19,000
	NEIGHBORHOOD	CONVENTIONAL	$2.00	1.00%	$2.00	X					X		18,000
	NEIGHBORHOOD	CONVENTIONAL	$2.75	1.00%	$3.00	X		X			X		18,000
	FREE STANDING	CONVENTIONAL	$2.67	1.00%	$5.55	X				X	X	X	18,000

TABLE 14

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	TOTAL SIZE OF STORE
E N CENTRAL	FREE STANDING	CONVENTIONAL	$2.17	0.00%	$2.17	X					X		18,000
	COMM./REGIONAL			6.00%	$4.00	X	X	X		X	X	X	17,500
	COMM./REGIONAL	CONVENTIONAL	$2.34	1.20%	$4.28			X		X	X		17,500
			$2.75	1.00%	$3.50	X		X		X	X	X	17,500
	NEIGHBORHOOD	CONVENTIONAL	$1.83	0.00%	$1.83								17,500
	NEIGHBORHOOD	CONVENTIONAL	$3.40	0.00%	$3.40	X		X			X	X	17,010
	NEIGHBORHOOD			6.00%	$3.00	X					X		17,000
	NEIGHBORHOOD			6.00%	$3.25	X					X		17,000
	NEIGHBORHOOD	CONVENTIONAL	$1.50	1.00%	$3.00	X					X		16,800
	NEIGHBORHOOD	WAREHOUSE	$1.99	0.00%	$1.99	X					X	X	16,500
			$1.45	1.00%	$4.25	X		X		X	X	X	16,200
	FREE STANDING	CONVENTIONAL	$1.30	1.00%	$3.50		X		X	X			16,000
	NEIGHBORHOOD	CONVENTIONAL	$2.00	0.00%		X		X			X		16,000
	NEIGHBORHOOD			6.00%	$2.00	X					X		15,500
	FREE STANDING	CONVENTIONAL	$3.42	1.00%							X		15,100
	NEIGHBORHOOD	CONVENTIONAL	$2.64	0.00%	$2.64	X		X			X	X	15,058
	NEIGHBORHOOD	CONVENTIONAL	$2.77	0.00%	$2.77								15,000
	OTHER	CONVENTIONAL	$4.25	0.00%	$4.25			X	X				15,000
	NEIGHBORHOOD	CONVENTIONAL	$2.50	0.00%	$2.50	X		X			X		15,000
	NEIGHBORHOOD	CONVENTIONAL	$2.80	0.00%	$2.80	X		X			X	X	15,000
	FREE STANDING	CONVENTIONAL	$3.00	0.00%	$3.00	X					X	X	15,000
	NEIGHBORHOOD	CONVENTIONAL	$2.79	1.00%	$2.79						X		15,000
	NEIGHBORHOOD	CONVENTIONAL	$5.56	1.00%	$5.56						X		15,000
	NEIGHBORHOOD	CONVENTIONAL	$4.40	1.50%	$4.40						X		15,000
	FREE STANDING	CONVENTIONAL	$4.32	0.00%	$4.50						X		14,690
	COMM./REGIONAL	CONVENTIONAL	$2.59	0.00%	$2.59								14,500
	FREE STANDING	CONVENTIONAL	$1.00	1.00%	$1.60								14,400
	NEIGHBORHOOD			6.00%	$3.00	X		X			X		14,000
	NEIGHBORHOOD	CONVENTIONAL	$2.75	1.00%	$3.00	X		X			X	X	14,000
	NEIGHBORHOOD	CONVENTIONAL	$2.75	0.00%	$2.75	X		X			X		14,000
	FREE STANDING			6.00%	$2.00	X					X		13,500
	FREE STANDING		$2.50	6.00%	$2.50	X					X		13,000
	NEIGHBORHOOD	CONVENTIONAL	$2.50	0.00%	$2.50	X		X			X		13,000
	FREE STANDING	CONVENTIONAL	$3.30	0.00%	$3.70			X		X	X		12,500
	FREE STANDING	CONVENTIONAL	$3.70	0.00%	$4.10			X		X	X		12,500
	COMM./REGIONAL	CONVENTIONAL	$2.00	0.00%	$2.00								12,000
	NEIGHBORHOOD	CONVENTIONAL	$3.10	0.00%	$3.50	X		X					12,000
	FREE STANDING	CONVENTIONAL	$1.70	0.00%	$1.70								12,000
	NEIGHBORHOOD	CONVENTIONAL	$2.70	0.00%	$2.70	X		X			X		11,500
	FREE STANDING	CONVENTIONAL	$8.50	0.00%	$8.50	X	X				X		11,500
	NEIGHBORHOOD	CONVENTIONAL	$3.00	6.00%	$3.00	X					X		10,350
	FREE STANDING	CONVENTIONAL	$4.60	0.50%	$5.10	X					X		10,000
	FREE STANDING	CONVENTIONAL	$3.00	1.50%	$3.00								10,000
	FREE STANDING	CONVENTIONAL	$3.08	1.50%	$3.08								8,500
	FREE STANDING	CONVENTIONAL	$2.75	0.00%	$2.75								8,200
		CONVENTIONAL	$2.00	0.00%	$2.00								7,000
	NEIGHBORHOOD	CONVENTIONAL	$2.40	0.50%	$2.60	X		X			X		6,000
	FREE STANDING	SUPER STORE	$2.30	1.00%	$2.90	X	X	X		X	X		
	FREE STANDING	SUPER STORE	$4.00	0.00%	$4.72	X					X	X	
	FREE STANDING	SUPER STORE	$3.10	0.00%	$3.34	X					X	X	
	FREE STANDING	SUPER STORE	$2.30	0.00%	$2.41	X					X	X	
	FREE STANDING	CONVENTIONAL	$3.82	0.50%		X		X		X	X		
	COMM./REGIONAL	CONVENTIONAL	$4.33	1.00%				X		X	X		
	FREE STANDING	CONVENTIONAL	$4.00	1.25%	$4.75	X					X	X	
	FREE STANDING	SUPER STORE	$2.15	0.50%	$2.15	X					X		
AVERAGE			$3.15	1.03%	$3.69								26,217
W N CENTRAL	FREE STANDING		$6.25	0.00%	$8.00	X		X	X		X	X	60,000
	NEIGHBORHOOD	SUPER STORE	$4.67	0.50%	$5.18	X					X	X	54,000
	FREE STANDING	SUPER STORE	$4.00	1.25%	$4.00								40,996
	FREE STANDING	SUPER STORE	$3.80	1.25%	$3.80								40,358
	NEIGHBORHOOD	SUPER STORE	$1.85	1.50%	$2.06								38,835
	FREE STANDING	WAREHOUSE	$5.00	0.00%	$5.00	X					X	X	37,500
	NEIGHBORHOOD	SUPER STORE	$1.40	0.00%	$1.40								35,782
	FREE STANDING	SUPER STORE	$3.96	1.25%	$4.04								35,048
	NEIGHBORHOOD	SUPER STORE	$4.82	0.00%	$4.82								33,080
	FREE STANDING	SUPER STORE	$3.44	0.50%	$3.69	X					X	X	32,500
	FREE STANDING	SUPER STORE	$4.74	1.25%	$4.74								32,034
	COMM./REGIONAL	WAREHOUSE	$1.75	0.00%	$3.00	X					X		31,500
	FREE STANDING	CONVENTIONAL	$4.93	0.00%	$4.93								28,500
	FREE STANDING	CONVENTIONAL	$2.50	0.00%	$2.50								26,800
	FREE STANDING	CONVENTIONAL	$2.12	1.13%	$2.12								22,920

TABLE 14

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	TOTAL SIZE OF STORE
W N CENTRAL	COMM /REGIONAL	WAREHOUSE	$1.24	0.00%	$1.24	X				X	X		22,000
	FREE STANDING	CONVENTIONAL	$1.84	1.25%	$2.92								21,934
	COMM /REGIONAL	CONVENTIONAL	$3.25	1.00%	$3.71	X				X	X		21,500
	FREE STANDING	CONVENTIONAL	$1.12	1.25%	$2.70								19,647
	FREE STANDING	CONVENTIONAL	$3.10	0.00%	$3.10	X					X	X	18,000
	FREE STANDING	CONVENTIONAL	$3.69	1.50%	$3.69								17,780
	COMM /REGIONAL		$2.46	0.75%	$5.23	X	X	X			X	X	17,000
	NEIGHBORHOOD	CONVENTIONAL	$21.00	0.70%		X						X	15,000
	FREE STANDING		$3.63	0.00%	$3.63	X					X		14,000
	NEIGHBORHOOD	CONVENTIONAL	$1.55	0.00%	$1.55								13,595
	COMM /REGIONAL	CONVENTIONAL	$2.50	6.25%									12,500
	FREE STANDING	CONVENTIONAL	$0.71	0.00%	$0.71								8,502
	FREE STANDING	CONVENTIONAL	$1.49	1.50%	$2.91								8,060
	FREE STANDING	CONVENTIONAL	$3.00	0.00%	$3.00	X							8,000
	FREE STANDING	CONVENTIONAL	$1.25	0.00%	$1.25	X							6,000
AVERAGE			$3.57	0.76%	$3.39								25,779
SOUTHEAST		COMBINATION	$7.00	1.25%									67,400
	FREE STANDING	COMBINATION	$0.45	0.00%	$0.45								58,875
	NEIGHBORHOOD	SUPER STORE	$4.00	1.00%		X		X	X	X	X		32,200
	NEIGHBORHOOD	SUPER STORE	$4.05	1.25%	$5.15	X		X		X	X	X	30,828
		SUPER STORE	$5.57	0.00%	$5.57	X					X		30,208
		CONVENTIONAL	$2.54	1.00%	$6.09	X		X		X	X		29,016
		CONVENTIONAL	$2.10	1.00%	$6.16	X		X		X	X		28,647
	NEIGHBORHOOD	CONVENTIONAL	$3.38	1.00%	$3.38			X			X	X	28,500
	FREE STANDING	CONVENTIONAL	$2.66	1.50%	$3.38						X		27,500
	NEIGHBORHOOD	CONVENTIONAL	$16.64	0.00%	$16.64			X			X		27,000
	NEIGHBORHOOD	CONVENTIONAL	$3.84					X			X		27,000
	NEIGHBORHOOD	CONVENTIONAL	$2.48	1.00%	$3.25						X		26,100
	FREE STANDING	CONVENTIONAL	$3.00	0.00%	$3.00	X		X		X	X	X	25,000
	COMM /REGIONAL	CONVENTIONAL	$3.41	1.00%	$3.50	X		X		X	X	X	24,000
	OTHER	CONVENTIONAL	$1.53	1.00%	$1.53			X			X		23,500
	NEIGHBORHOOD	CONVENTIONAL	$2.00	1.00%	$2.50						X		22,600
	NEIGHBORHOOD	CONVENTIONAL	$3.87	0.00%	$3.87	X		X			X		22,500
	COMM /REGIONAL	CONVENTIONAL	$2.20	1.00%	$2.50						X		22,000
	NEIGHBORHOOD	CONVENTIONAL	$4.93	1.00%	$4.93			X			X		22,000
	COMM /REGIONAL	CONVENTIONAL	$3.65	1.00%	$3.70	X		X		X	X	X	21,300
	FREE STANDING	CONVENTIONAL	$4.00	1.00%	$5.00								21,000
	NEIGHBORHOOD	CONVENTIONAL	$8.32	0.00%	$8.32						X		21,000
	FREE STANDING	CONVENTIONAL	$2.30	0.00%	$2.30	X			X	X	X	X	21,000
	NEIGHBORHOOD	CONVENTIONAL	$1.92								X		21,000
	NEIGHBORHOOD	CONVENTIONAL	$3.64	0.00%	$4.00						X		20,500
	NEIGHBORHOOD	CONVENTIONAL	$4.00	1.00%	$5.00								20,000
	COMM /REGIONAL	CONVENTIONAL	$3.00	1.25%	$3.40	X	X			X	X	X	20,000
	NEIGHBORHOOD	CONVENTIONAL	$2.60	0.00%	$2.60	X			X	X	X		20,000
	FREE STANDING	CONVENTIONAL	$2.50			X		X			X	X	19,800
	NEIGHBORHOOD	CONVENTIONAL	$4.44	1.50%		X	X				X		19,500
	NEIGHBORHOOD	CONVENTIONAL	$3.69	0.00%	$3.38	X	X	X			X	X	19,500
	FREE STANDING	CONVENTIONAL	$3.95	1.00%	$5.00								19,000
	NEIGHBORHOOD	CONVENTIONAL	$4.00	1.00%	$5.00								19,000
	NEIGHBORHOOD	CONVENTIONAL	$2.50	0.00%	$2.50	X			X	X	X		19,000
	NEIGHBORHOOD	CONVENTIONAL	$3.25	0.00%	$3.25	X			X	X	X	X	19,000
	NEIGHBORHOOD	CONVENTIONAL	$3.15	0.00%	$3.15	X			X	X	X		18,000
	NEIGHBORHOOD	CONVENTIONAL	$5.50			X		X	X	X	X	X	18,000
	NEIGHBORHOOD	CONVENTIONAL	$1.77	0.00%	$2.10								16,700
	FREE STANDING	CONVENTIONAL	$4.25	0.00%	$4.25	X			X	X	X		16,500
	NEIGHBORHOOD	CONVENTIONAL	$1.69	0.00%	$1.69	X		X			X		16,000
	NEIGHBORHOOD	CONVENTIONAL	$4.15	1.00%	$5.00								15,000
		CONVENTIONAL	$2.50	1.00%		X		X	X	X	X		15,000
	NEIGHBORHOOD	CONVENTIONAL	$2.00	0.00%	$3.00				X	X	X		15,000
	FREE STANDING	CONVENTIONAL	$2.45	1.00%	$2.45	X		X			X		14,800
	COMM /REGIONAL	CONVENTIONAL	$2.60	0.00%	$2.60	X	X			X	X	X	14,000
	COMM /REGIONAL	CONVENTIONAL	$4.30	0.00%	$4.30	X	X			X	X	X	14,000
	COMM /REGIONAL	CONVENTIONAL	$3.20	1.25%	$7.50	X	X			X	X	X	14,000
	NEIGHBORHOOD	CONVENTIONAL	$5.00			X		X		X	X	X	14,000
	NEIGHBORHOOD	CONVENTIONAL	$2.09	1.00%	$2.50						X		13,750
	FREE STANDING	CONVENTIONAL	$1.92	0.00%	$2.40								12,500
	NEIGHBORHOOD	CONVENTIONAL	$4.50			X		X		X	X	X	12,500
	NEIGHBORHOOD	CONVENTIONAL	$2.69	0.00%	$2.69								12,400
	NEIGHBORHOOD	CONVENTIONAL	$2.00	1.00%						X		X	12,000
	NEIGHBORHOOD	CONVENTIONAL	$2.38	1.25%	$3.38	X		X			X		12,000
	FREE STANDING	CONVENTIONAL	$2.09	0.00%	$2.09		X	X	X	X	X	X	11,500

TABLE 14

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- INSTALLATION OF HEATING/AIR CONDITIONING	MAINTENANCE OF HEATING/AIR CONDITIONING	TAXES	INCREASES IN TAXES	INSURANCE	PARKING INSTALLATION	SPRINKLER SYSTEM	TOTAL SIZE OF STORE
SOUTHEAST	NEIGHBORHOOD	CONVENTIONAL	$1.00							X			11,000
	NEIGHBORHOOD	CONVENTIONAL	$2.56	1.25%	$4.82	X		X		X			11,000
	FREE STANDING	CONVENTIONAL	$2.40	0.00%	$2.40			X		X	X	'X	10,000
	COMM./REGIONAL	CONVENTIONAL	$1.75	1.00%	$1.75	X	X	X		X	X	X	10,000
	NEIGHBORHOOD	CONVENTIONAL	$2.50	1.00%		X		X		X	X		10,000
	FREE STANDING	CONVENTIONAL	$1.26	0.00%	$1.26	X		X	X	X	X		9,500
	FREE STANDING	CONVENTIONAL	$1.69	1.00%	$3.25	X		X			X		8,500
	COMM./REGIONAL	CONVENTIONAL	$2.19	1.25%		X		X	X	X	X		
	COMM./REGIONAL	CONVENTIONAL	$3.25	1.25%		X				X	X		
	COMM./REGIONAL	CONVENTIONAL	$3.81	1.25%		X				X	X		
	FREE STANDING	CONVENTIONAL	$3.75	1.25%				X		X	X		
	NEIGHBORHOOD	CONVENTIONAL	$4.13	1.25%				X		X	X		
	NEIGHBORHOOD	CONVENTIONAL	$1.41	0.00%						X	X		
	COMM./REGIONAL	CONVENTIONAL	$2.09	0.00%				X		X	X		
	NEIGHBORHOOD	SUPER STORE	$5.19	1.00%						X	X		
	COMM./REGIONAL	SUPER STORE	$4.20	1.25%						X	X		
	COMM./REGIONAL	SUPER STORE	$4.35	1.25%						X	X		
	COMM./REGIONAL	SUPER STORE	$6.43	1.25%						X	X		
	NEIGHBORHOOD	SUPER STORE	$8.52	1.00%						X	X		
	COMM./REGIONAL	CONVENTIONAL	$3.51	1.00%				X		X	X		
	COMM./REGIONAL	SUPER STORE	$4.04	0.40%						X	X		
	COMM./REGIONAL	SUPER STORE	$3.44	1.00%						X	X		
		COMBINATION	$6.00	1.00%									
		COMBINATION	$6.50	1.25%									
		COMBINATION	$6.25	1.00%									
		COMBINATION	$6.75	1.00%									
		COMBINATION	$7.15	1.25%									
AVERAGE			$3.66	0.71%	$3.84								20,212
W S CENTRAL	FREE STANDING	COMBINATION	$1.98	0.00%		X	X	X	X	X		X	64,329
	COMM./REGIONAL	COMBINATION	$5.74	0.00%	$5.74								59,775
	NEIGHBORHOOD	SUPER STORE	$7.03					X	X	X	X		51,114
	NEIGHBORHOOD	SUPER STORE	$6.50		$10.72			X	X		X		40,091
	NEIGHBORHOOD	COMBINATION	$4.50	1.25%	$4.50			X		X	X	X	36,000
	NEIGHBORHOOD	SUPER STORE	$2.25	1.00%	$2.60	X					X	X	34,256
	NEIGHBORHOOD	SUPER STORE	$2.70		$6.23			X	X		X		32,250
	COMM./REGIONAL	WAREHOUSE	$3.50	1.00%	$4.75	X							31,000
	NEIGHBORHOOD	SUPER STORE	$1.82	1.00%	$2.21	X					X	X	30,482
	NEIGHBORHOOD	CONVENTIONAL	$3.00	1.00%	$4.50	X							30,000
	NEIGHBORHOOD	CONVENTIONAL	$3.24		$4.20			X	X		X		28,500
	FREE STANDING	CONVENTIONAL	$1.50	0.00%	$1.50								28,000
	FREE STANDING	CONVENTIONAL	$2.70	1.00%	$3.75	X							28,000
	NEIGHBORHOOD	CONVENTIONAL	$2.15	0.75%	$2.15			X		X	X	X	27,000
	NEIGHBORHOOD	WAREHOUSE	$2.65	0.00%	$2.65	X							24,900
	FREE STANDING	CONVENTIONAL	$4.75	0.00%	$4.75								22,000
	NEIGHBORHOOD	CONVENTIONAL	$1.75	1.00%	$2.08			X	X	X	X		20,000
	NEIGHBORHOOD	CONVENTIONAL	$2.75	1.00%	$3.75	X							20,000
	NEIGHBORHOOD	CONVENTIONAL	$3.50	1.00%	$4.50	X							19,600
	NEIGHBORHOOD	CONVENTIONAL	$2.65	0.00%	$3.00	X							19,000
	FREE STANDING	CONVENTIONAL	$1.00	0.00%	$1.50	X							14,000
	FREE STANDING	CONVENTIONAL	$1.75	0.00%	$1.75	X							14,000
	FREE STANDING	CONVENTIONAL	$1.75	0.00%	$1.75	X							14,000
	FREE STANDING	CONVENTIONAL				X							14,000
	FREE STANDING	CONVENTIONAL	$2.00	0.00%	$2.00	X							11,000
	NEIGHBORHOOD	CONVENTIONAL	$1.75	0.00%	$1.75	X							9,800
	NEIGHBORHOOD	CONVENTIONAL	$2.13	1.25%	$3.38	X		X	X	X	X	X	
	NEIGHBORHOOD	CONVENTIONAL	$3.50	0.00%	$3.50	X		X	X		X	X	
	NEIGHBORHOOD	CONVENTIONAL	$2.34	1.25%	$3.07	X		X	X		X	X	
	NEIGHBORHOOD	CONVENTIONAL	$4.43	1.25%	$4.43	X					X	X	
AVERAGE			$3.01	0.55%	$3.58								27,811
MOUNTAIN	NEIGHBORHOOD	SUPER STORE	$2.92	0.50%	$5.20								70,000
	COMM./REGIONAL	SUPER STORE	$2.26	0.00%	$3.56								60,000
	NEIGHBORHOOD	SUPER STORE	$4.08	0.50%	$7.25								60,000
		SUPER STORE	$4.25	1.65%	$4.25								57,768
	FREE STANDING	SUPER STORE	$2.09	0.70%	$7.75								55,000
	NEIGHBORHOOD	SUPER STORE	$4.78	1.50%	$4.78	X					X		47,000
	COMM./REGIONAL	SUPER STORE		1.50%									36,800
		COMBINATION	$2.85	1.64%	$3.95								33,799
		COMBINATION	$2.95	1.50%	$2.95								31,391

TABLE 14

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	TOTAL SIZE OF STORE
						V	V	V	V	V	V	V	
MOUNTAIN		COMBINATION	$3.37	1.65%	$4.22								30,829
	FREE STANDING	CONVENTIONAL	$3.70	0.00%	$3.70								29,665
	FREE STANDING	WAREHOUSE	$1.75	1.25%		X	X					X	29,000
	FREE STANDING	CONVENTIONAL	$2.95	1.50%	$3.83								26,950
	COMM./REGIONAL	CONVENTIONAL	$2.50	1.50%	$3.50								25,000
		CONVENTIONAL	$1.60	1.25%	$2.90			X			X	X	24,787
	NEIGHBORHOOD	WAREHOUSE	$2.40	1.25%		X	X						24,000
	NEIGHBORHOOD	CONVENTIONAL	$3.08	0.00%	$3.08								23,248
	NEIGHBORHOOD	CONVENTIONAL	$4.00	1.50%	$4.50						X		23,000
		CONVENTIONAL	$1.41	1.50%	$2.78								21,421
		WAREHOUSE	$1.50	1.00%		X	X					X	20,000
		WAREHOUSE	$1.40	0.06%		X	X					X	18,000
	NEIGHBORHOOD	CONVENTIONAL	$0.00	2.25%	$8.00	X		X	X	X	X	X	16,000
	FREE STANDING	CONVENTIONAL											15,000
	FREE STANDING	CONVENTIONAL				X					X	X	14,580
	FREE STANDING	CONVENTIONAL	$8.50	0.00%	$10.00						X		12,500
	COMM./REGIONAL	CONVENTIONAL	$2.00	1.00%	$3.00								12,000
	COMM./REGIONAL	CONVENTIONAL	$2.00	1.00%	$3.00								12,000
	FREE STANDING	CONVENTIONAL	$3.27	1.00%	$3.98	X	X						11,000
	FREE STANDING	CONVENTIONAL		1.00%		X		X	X	X		X	4,800
AVERAGE			$2.86	1.04%	$4.58								29,156
PACIFIC		COMBINATION	$1.20	1.00%	$1.20								53,742
		SUPER STORE	$3.87	1.64%	$3.87								53,083
	FREE STANDING	SUPER STORE	$3.86	1.50%	$3.86								41,861
		COMBINATION	$1.85	1.75%	$5.37	X		X		X	X	X	40,971
		COMBINATION	$2.94	0.00%	$2.94								40,942
		COMBINATION	$2.10	1.64%	$2.52								40,192
	FREE STANDING	SUPER STORE	$3.00	0.00%	$3.00								40,000
		COMBINATION	$3.67	1.64%	$3.95								39,741
		COMBINATION	$2.69	1.50%	$2.69								37,888
	OTHER	SUPER STORE	$4.76	0.20%	$6.22				X				37,467
	NEIGHBORHOOD	SUPER STORE	$3.17	0.50%	$6.81				X		X		37,467
	NEIGHBORHOOD	SUPER STORE	$5.47	0.00%	$5.87				X	X	X		37,407
		COMBINATION	$2.05	1.25%	$3.23								36,206
	FREE STANDING	WAREHOUSE	$2.29	1.50%	$3.53						X	X	34,000
	NEIGHBORHOOD	SUPER STORE	$3.53	0.00%	$3.53								33,292
	NEIGHBORHOOD	SUPER STORE	$3.00	0.00%	$3.00			X		X	X		33,292
	NEIGHBORHOOD	SUPER STORE	$3.99	0.10%	$4.36						X		33,292
	NEIGHBORHOOD	SUPER STORE		1.25%									33,000
		COMBINATION	$2.50	1.00%	$3.09								31,648
	NEIGHBORHOOD	SUPER STORE		1.50%									31,000
	COMM./REGIONAL	SUPER STORE	$2.47	1.20%	$6.75								30,360
		COMBINATION	$3.60	1.65%	$3.60								30,056
	COMM./REGIONAL	CONVENTIONAL	$6.00	1.50%	$6.00						X		30,000
	FREE STANDING	CONVENTIONAL	$3.60	0.00%	$5.00	X				X	X		30,000
	NEIGHBORHOOD	CONVENTIONAL	$2.43	1.50%	$4.03		X			X	X		29,800
	NEIGHBORHOOD	CONVENTIONAL	$4.82	1.50%	$4.99								29,758
	FREE STANDING	CONVENTIONAL	$2.58	0.00%	$2.58								29,665
		CONVENTIONAL	$1.89	1.50%	$2.18					X			29,360
	COMM./REGIONAL	CONVENTIONAL	$1.67	2.00%	$4.71	X					X	X	28,700
	COMM./REGIONAL	CONVENTIONAL	$2.68	1.50%	$12.00	X					X		28,000
	NEIGHBORHOOD	CONVENTIONAL	$3.81	1.25%	$5.31								27,420
		CONVENTIONAL	$1.78	1.00%	$1.78								26,879
		CONVENTIONAL	$1.60	0.00%	$1.60								26,669
		CONVENTIONAL	$2.05	1.50%	$2.32			X		X		X	26,528
	FREE STANDING	CONVENTIONAL	$1.75	1.50%	$6.45								25,600
	COMM./REGIONAL	CONVENTIONAL	$1.99	2.00%	$3.31	X					X	X	25,300
	FREE STANDING	WAREHOUSE	$2.44	1.50%	$4.76	X					X	X	24,600
		CONVENTIONAL	$1.45	0.75%	$2.69								24,277
		CONVENTIONAL	$2.05	1.00%	$2.15								23,172
	NEIGHBORHOOD	CONVENTIONAL	$6.00	1.50%	$6.00								23,000
	NEIGHBORHOOD	CONVENTIONAL	$2.24	2.00%	$4.20	X					X	X	21,500
	FREE STANDING	CONVENTIONAL		2.00%									21,000
	FREE STANDING	CONVENTIONAL	$9.60	1.50%	$11.40								20,000
	FREE STANDING	CONVENTIONAL	$5.16	1.50%	$5.31						X	X	20,000
	FREE STANDING	CONVENTIONAL	$9.60	1.50%	$16.80								18,000
	NEIGHBORHOOD	CONVENTIONAL	$1.69	2.00%	$5.06	X					X	X	17,700
	FREE STANDING	CONVENTIONAL	$7.56	1.50%	$11.90								17,000
	FREE STANDING	CONVENTIONAL	$9.36	1.00%									16,000
	FREE STANDING	CONVENTIONAL	$2.00	2.00%	$6.24	X					X	X	15,000
	FREE STANDING	CONVENTIONAL	$3.49	2.00%				X			X	X	15,000

TABLE 14

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	TOTAL SIZE OF STORE
PACIFIC	FREE STANDING	CONVENTIONAL	$3.00	0.98%	$3.93		X	X	X			X	15,000
	NEIGHBORHOOD	CONVENTIONAL	$2.14	2.00%	$3.12	X					X	X	14,000
	FREE STANDING	CONVENTIONAL	$2.21	2.00%	$3.75	X					X	X	13,600
	FREE STANDING	CONVENTIONAL	$1.36	1.25%				X	X		X	X	12,000
	FREE STANDING	CONVENTIONAL	$5.50	0.00%	$7.00	X				X	X		12,000
	FREE STANDING	CONVENTIONAL	$2.64	1.50%	$5.52								11,400
	NEIGHBORHOOD	CONVENTIONAL	$9.00	0.00%	$10.68	X		X			X	X	10,500
	NEIGHBORHOOD	CONVENTIONAL	$4.11	0.00%	$4.11	X					X		7,000
	FREE STANDING	CONVENTIONAL	$1.25	3.00%	$1.50						X		5,000
	FREE STANDING	CONVENTIONAL	$5.40	0.00%	$5.40								5,000
	NEIGHBORHOOD	SUPER STORE	$3.07	0.00%	$3.07	X							
AVERAGE			$3.50	1.14%	$4.84								26,706
CANADA	COMM./REGIONAL	SUPER STORE	$3.58	0.00%	$3.58	X					X	X	47,295
	FREE STANDING	WAREHOUSE	$5.58	0.25%		X		X	X	X		X	33,486
	COMM./REGIONAL	CONVENTIONAL	$2.50	1.25%	$8.47	X					X	X	26,797
	NEIGHBORHOOD	CONVENTIONAL	$5.20	1.25%		X					X	X	25,820
	NEIGHBORHOOD	CONVENTIONAL	$5.58	0.25%		X		X	X	X		X	25,000
	NEIGHBORHOOD	CONVENTIONAL	$5.58	0.25%		X		X	X	X		X	22,000
	FREE STANDING	LIM. ASSORT.	$5.58	0.25%		X		X	X	X		X	11,000
	FREE STANDING	LIM. ASSORT.	$5.58	0.25%		X		X	X	X		X	9,000
	NEIGHBORHOOD	CONVENTIONAL	$1.73	0.00%	$1.73	X		X			X	X	9,000
	NEIGHBORHOOD	CONVENTIONAL	$6.74	1.50%	$7.32	X					X	X	
AVERAGE			$4.77	0.52%	$5.28								23,266
AVERAGE FOR ALL REGIONS			$3.54	0.84%	$4.15								25,103

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

Remodeled Supermarkets

Respondents reported that more than 4.3 percent of their supermarkets were remodeled in 1984 as compared to 6.3 percent in 1983. Fewer years passed between major remodelings than from the store opening to the first major remodeling. Typically companies remodeled stores ten years after they were built and seven years after the last major remodeling. These time periods have remained the same since 1981. Tables 15 and 16 present the typical remodeling schedule by company sales.

TABLE 15

YEARS FROM FIRST OPENING TO PRESENT REMODELING

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	10.0	8.0	18.0	76
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	10.0	6.5	19.0	8
10 - 30 MILLION	9.0	7.0	22.0	11
31 - 100 MILLION	10.0	9.0	19.0	11
101 - 250 MILLION	10.0	8.0	15.0	15
251 - 500 MILLION	13.0	7.0	20.0	15
OVER 500 MILLION	10.0	8.5	16.5	16

TABLE 16

YEARS FROM LAST MAJOR REMODELING TO PRESENT REMODELING

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	7.0	5.0	10.0	65
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	4.0	4.0	5.0	9
10 - 30 MILLION	5.0	3.0	9.0	10
31 - 100 MILLION	7.0	4.0	10.0	11
101 - 250 MILLION	8.0	7.0	10.0	9
251 - 500 MILLION	7.0	4.0	10.0	15
OVER 500 MILLION	8.0	7.0	10.0	11

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

Tables 17 and 18 present the cost for a major remodeling by total cost and cost per square foot. The average total capital investment per supermarket for a major remodeling in 1984 was $500,000. Generally larger companies spent more than smaller companies. The costs per square foot for remodeling had a wide range. Typical capital investment per square foot was $21.50, with the middle 50 percent of all the companies spending $9.32 to $40.

TABLE 17

TOTAL CAPITAL INVESTMENT PER SUPERMARKET PER MAJOR REMODELING

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	500000	180000	1000000	83
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	155000	97500	400000	8
10 - 30 MILLION	375000	175000	900000	13
31 - 100 MILLION	200000	85000	450000	14
101 - 250 MILLION	450000	180000	750000	16
251 - 500 MILLION	900000	350000	1200000	15
OVER 500 MILLION	720000	500000	1043200	17

TABLE 18

TOTAL CAPITAL INVESTMENT PER SQUARE FOOT PER MAJOR REMODELING

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	21.50	9.32	40.00	79
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	17.50	7.39	48.00	8
10 - 30 MILLION	17.86	6.50	45.00	11
31 - 100 MILLION	12.00	3.90	48.00	13
101 - 250 MILLION	20.25	8.48	36.00	16
251 - 500 MILLION	27.00	14.71	36.00	14
OVER 500 MILLION	29.36	20.00	40.00	17

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1984

Appendix

0943A

FACTS ABOUT STORE DEVELOPMENT, 1984

This survey is designed to track changes and developments in new store construction. We ask that if you have made store changes in the past year, you tell us about them through the use of this questionnaire. What happens in your company is important in the trend of store construction in 1984. All data will be held in strictest confidence. If you have any questions, please call the Research Department of FMI - (202)452-8444.

A. General Information

1. What is the total number of supermarkets your firm expects to have in operation on December 31, 1984 (A supermarket is a food store with annual sales of at least two million dollars)? . . . . . _____ supermarkets

2. What were your annual company sales in 1984 (Please estimate if the figures are not yet available)? . . . . . $_____ million

3. Please complete the following table for each of the following types of supermarkets:

	Number of Supermarkets in Operation on December 31, 1984	Average Age of Supermarkets Since Last Major Remodel	Number of Supermarkets Newly Constructed in 1984	Number of Supermarkets Closed in 1984
a. Conventional Supermarket (under 30,000 total sq.ft.)	number	___ ___ years	number	number
b. Super Stores (over 30,000 total sq.ft., expanded food and nonfood selection)	number	___ ___ years	number	number
c. Combination Stores (over 30,000 sq.ft., at least 25% of area in general merchandise)	number	___ ___ years	number	number
d. Limited Assortment Stores	number	___ ___ years	number	number
e. Warehouse Stores	number	___ ___ years	number	number
f. TOTAL SUPERMARKETS	number	___ ___ years	number	number

4. For each region in which your company operates, please indicate the number of supermarkets your company a. owns, b. leases from a subsidiary, or c. leases from another corporation.

	Pacific	Mountain	West South Central	West North Central	East North Central	South East	Mid-Atlantic	North East	Canada
a. Number of Supermarkets Owned									
b. Number of Supermarkets Leased from a Subsidiary									
c. Number of Supermarkets Leased from Another Company									

B. Costs and Physical Descriptions for New Stores, 1984

Following is a chart requesting information on newly constructed stores. If your firm has constructed a number of similar stores in a single region, you may enter this information in one column and indicate the number of stores described per column.

	Store/Prototype #01	Store/Prototype #02	Store/Prototype #03	Store/Prototype #04
Region where store(s) is located (one region per column) (*)				
Number of stores	_____ supermarkets	_____ supermarkets	_____ supermarkets	_____ supermarkets
Location of Store (Circle one, only) (**)	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4
Type of Store (Circle one, only) (***)	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5
Total square feet	_ _ _,_ _ _ sq.ft.	_ _ _,_ _ _ sq.ft.	_ _ _,_ _ _ sq.ft.	_ _ _,_ _ _ sq.ft.
Construction costs per sq.ft.:				
Equipment, fixture and decoration costs	$ _ _.__ sq.ft.	$ _ _.__ sq.ft.	$ _ _.__ sq.ft.	$ _ _.__ sq.ft.
Building (give an estimate if exact costs are unknown; do not include the cost of the land or parking lot)	$ _ _.__ sq.ft.	$ _ _.__ sq.ft.	$ _ _.__ sq.ft.	$ _ _.__ sq.ft.
TOTAL CONSTRUCTION COSTS	$ _ _ _.__ sq.ft.	$ _ _ _.__ sq.ft.	$ _ _ _.__ sq.ft.	$ _ _ _.__ sq.ft.
When do you expect the store/ prototype to breakeven?	in _ _ months	in _ _ months	in _ _ months	in _ _ months
Please circle which of the following specialty departments is (are) in each new store/ prototype:	Yes / No	Yes / No	Yes / No	Yes / No
Bakery, Scratch/Bake-Off	1 2	1 2	1 2	1 2
Service Deli	1 2	1 2	1 2	1 2
Floral	1 2	1 2	1 2	1 2
Snack Bar/Restaurant	1 2	1 2	1 2	1 2

FOOTNOTES

* Region. Please indicate by initial(s) the region where the store is located:
NE - North East; MA - Mid-Atlantic; SE - South East; ENC - East North Central; WNC - West North Central; WSC - West South Central; M - Mountain; P - Pacific; CC - Canada

** Location. Please indicate by number where the store(s) is located.
1. Community or Regional Shopping Center (a planned center dominated by one or more large department or discount stores)
2. Neighborhood Shopping Center (a planned center with more than one store but dominated by the supermarket)
3. Free Standing (a store located by itself or in an unplanned shopping area)
4. Other

*** Please indicate by number, what type of store this is:
1. Conventional Supermarket (30,000 and under total sq. ft.)
2. Super Store (over 30,000 total sq.ft., expanded food and nonfood section)
3. Combination Store (over 30,000 total sq.ft , at least 25% or area in general merchandise)
4. Limited Assortment Store
5. Warehouse Store

C. Ownership/Lease Arrangements for New and Existing Stores

Following is a chart requesting leasing information on all new and existing stores. Please list one store per line. If your company owns or opened many stores, please give a representative sample of these stores.

FACTUAL INFORMATION	Region	Location of Supermarket(s)	Type of Supermarket(s)	RENT — Please give the rent per square foot: Minimum Rent per square foot	Rent Overages as a percent of sales	Expected Total Rent per square foot including Overages, after five years	SERVICES PROVIDED BY THE LANDLORD — Please check: Installation of heating/air conditioning system	Maintenance of heating/air conditioning system	Taxes	Increases in taxes	Insurance	Installation of customer parking	Sprinkler system	TOTAL SIZE OF STORE	Circle: New or Existing
01				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
02				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
03				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
04				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
05				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
06				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
07				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
08				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
09				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
10				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
11				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
12				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
13				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
14				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
15				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
16				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
17				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
18				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E

D. Remodeled Stores

5. How many supermarkets underwent major remodeling in 1984? . . . . . _____ supermarkets

6. What was the schedule for your typical supermarket which underwent a major remodeling in 1984? . . . . . a. __ __ years from first opening to present remodeling

b. __ __ years from last major remodeling to present remodeling

7. What was the average total capital investment per supermarket for major remodeling? . . . . . $ __,__ __ __,__ __ __
total investment

8. What was the average total capital investment per square foot for major remodelings? . . . . . $ __ __ __.__ __
per square foot

READER'S COMMENT FORM

Report: *Facts about Store Development, 1984*

YOUR COMMENTS COUNT . . .

FMI uses the comments it receives from readers like you to improve its research publications. Let us hear from you.

Page Number	I had trouble with this section because it seemed unclear.	It would have been easier if the following information had been included.

Other Comments:

_____

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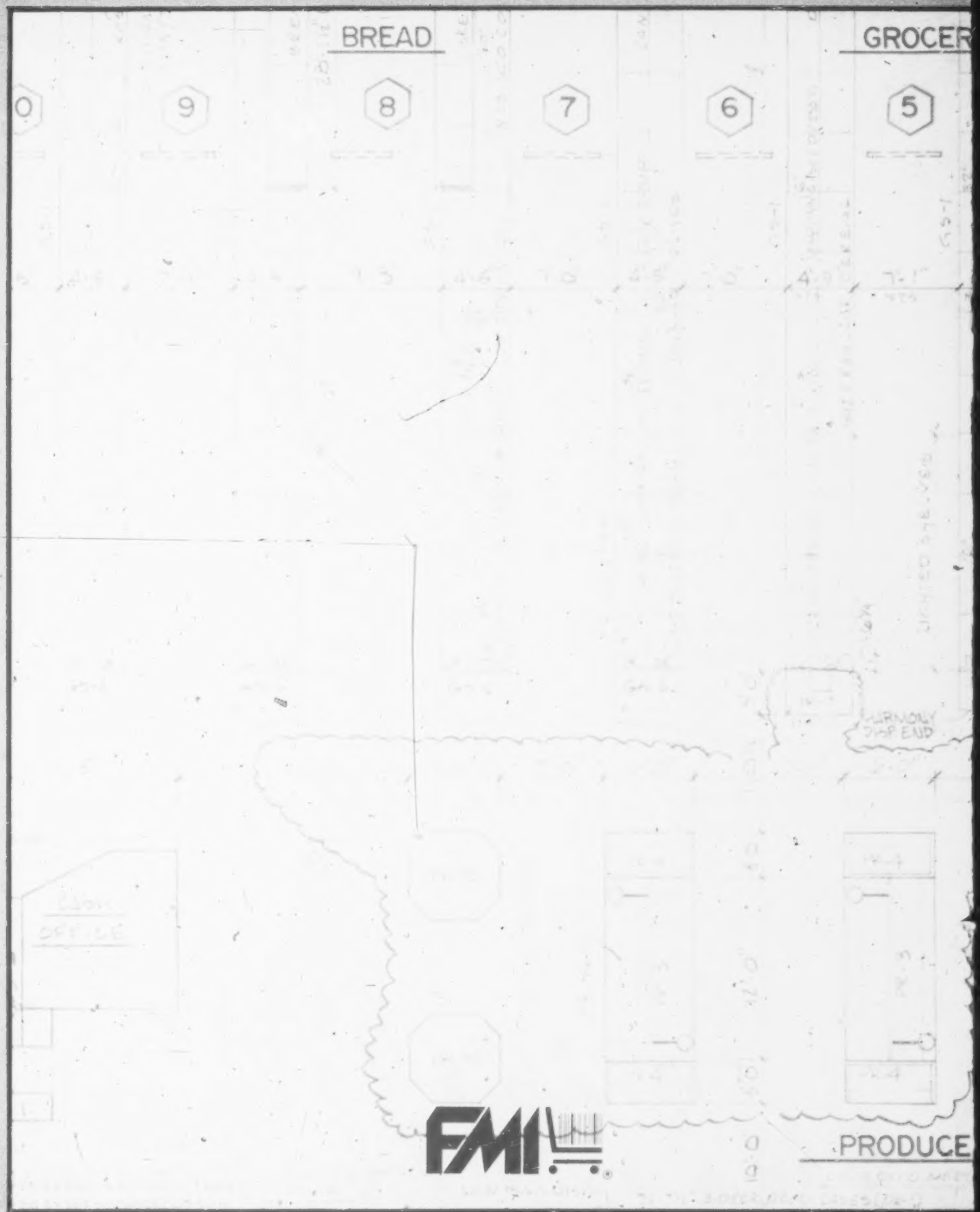
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